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PAPER TRADE JOURNAL

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DEC 22 1926

How do you Change your WIRES?

WIRE changes play havoc with cost and production records—they are the bane of most every mill superintendent. Just how do you meet such conditions? Perhaps a "BELOIT" user could enlighten you. The ratio of efficiency in changing wires on the NEW BELOIT FOURDRINIER as compared to the old-fashioned method, is 8 to 1—ten men working four (4) hours each against five men working only an hour on the BELOIT—40 man hours vs. five. This is but one of the many points of efficiency for which the NEW BELOIT is recognized. The resulting increase in production possible through the improved Removable, Adjustable and Shakeable features is astounding.

Paper-making is becoming more and more a science, due to the modern improvements now available. Erratic man-power is being replaced with dependable machine utility and the resulting benefits to papermakers are many.

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PAPER TRADE JOURNAL

ESTABLISHED 1872

THE INTERNATIONAL WEEKLY OF THE PAPER AND PULP INDUSTRY AND THE PIONEER PUBLICATION IN ITS FIELD

FIFTY-FIFTH YEAR

Published Every Thursday by the

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A SMILE replaces A FROWN on the winderman's face —

—when he operates a CAMACHINE. And why shouldn't it? CAMACHINES do away with the fussing and tinkering your winderman found was necessary on his old machine to get any sort of satisfactory results.

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ESTABLISHED IN 1872

PAPER TRADE JOURNAL

With Which Is Combined

Vol. LXXXIII. No. 25 — PAPER — Thursday, December 16, 1926

The Magazine of the Paper Industry

Specifications Committee Presents Report

Joint Congressional Committee Announces That Bids for Paper and Envelopes for the Government Printing Office for the Fiscal Year Beginning March 1, Will Be Opened January 21 and Awards Will Be Made One Week Later—Approximately 4,700,000 lbs. Wanted

[FROM OUR REGULAR CORRESPONDENT]

WASHINGTON, D. C., December 14, 1926.—The paper specifications committee for the Government Printing Office has presented its report to the Joint Congressional Committee on Printing for paper and envelopes for the Printing Office for the fiscal year beginning March 1. The Congressional Committee has announced that bids will be received on January 31 and awards will be made, as usual, one week later. It is estimated that approximately 48,700,000 pounds of paper will be needed during the coming year as compared with 42,300,000 pounds during the present fiscal year and it is also estimated that approximately 35,105,500 envelopes will be needed for the coming year.

Paper on Which Bids Are Wanted

Following is the paper on which bids will be received:

2,540,000 pounds standard news print paper.
10,770,000 pounds machine-finish book paper.
75,000 pounds antique book paper.
80,000 pounds light-weight machine-finish book paper.
3,025,000 pounds supercalendered book paper.
100,000 pounds halftone book paper.
720,000 pounds coated book paper.
160,000 pounds lithograph paper.
2,200,000 pounds mimeograph paper.
700,000 pounds U. S. M. O. safety writing paper.
20,000 pounds U. S. M. O. writing paper.
3,000 pounds safety writing paper.
2,423,000 pounds writing paper.
290,000 pounds map paper.
300,000 pounds chart paper.
787,000 pounds manifold paper.
6,012,000 pounds bond paper.
4,000 pounds parchment deed paper.
724,000 pounds ledger paper.
369,000 pounds index paper.
6,000 pounds tissue paper.
425,000 pounds cover paper.
11,000 sheets cloth-lined cover paper.
830,000 pounds manila paper.
720,000 pounds kraft paper.
566,000 pounds manila tag board.
30,000 pounds manila cardboard.
175,000 sheets railroad board.
900,000 pounds bristol board.
12,000,000 pounds U. S. Postal Card bristol board.
5,000 pounds paraffin paper.
4,500 pounds gummed paper.
214,000 pounds blotting paper.
4,000 pounds stereotype molding paper.
20,000 pounds oiled manila tympan paper.
2,000 pounds plate-wiping paper.
6,000 pounds back-lining paper, for case making.
20,000 sheets pressboard.
500 pounds news board.
652,500 pounds chip or straw board.
100,000 pounds box board.
765,000 pounds binders board.

In cases where more than 1,000 reams are called for, proposals will be received for 1,000 reams or more.

Bids will be received for the following envelopes at the same time:

1,537,000 Wood Manila.
26,740,500 Kraft.
515,000 Rope Manila.
5,395,000 Writing, White and Colored.
178,000 Fine Writing, White and Colored.
105,000 Ledger, White.
635,000 Fine Bond, White.

Statement by F. P. Veitch

The paper specifications committee of which F. P. Veitch of the Department of Agriculture is chairman, had the following to say on the paper schedule in its report to the Joint Committee:

The Committee on Paper Specifications respectfully submits its 18th report and the recommended schedule for paper for the public printing and binding for the year beginning March 1, 1927. The following changes have been made in the schedule as submitted herewith:

The weight in all specifications for paper has been changed to the 1,000-sheet unit basis. This change follows the adoption last year of the 1,000-sheet unit for all paper, although the specifications themselves were based on the 500-sheet ream basis.

The specifications for 100 per cent rag ledger, tub-sized and air-dried, lots 166 to 171, inclusive, have been modified as to the quality of the rags and other materials used in its manufacture in order to insure paper of the highest quality and greatest permanency. These changes are that the stock shall be new white or cream rags; that there shall be no injurious chemical residues left in the paper; that the sizing shall be with high-grade animal

(*Continued on page 40*)

Demand for Paper Brisker in Philadelphia

Steady Tone Experienced in Local Market Attributed to Heavy Christmas Holiday Business—Stabilized Price Situation Firmly Established for Early Months of Forthcoming Year —Manufacturers Generally Optimistic Over Future Outlook

[FROM OUR REGULAR CORRESPONDENT]

PHILADELPHIA, Pa., December 13, 1926.—Quite gratifying to the Quaker City dealers is the brisker demand for paper which set in with the early days of December and which has been maintained throughout the past week. That the trade is on solid foundation for the continuance of this improved market after the new year is the general opinion of the leaders in the local paper industry and all are prepared to resume business after inventory in the assurance of better time with the advent of 1927. There is confirmation of the continued present prosperity in the industry in the stabilized condition of the price situation as it is viewed in the closing month of the current year. This stabilized price situation is believed firmly established for the early months of the coming year and despite keen competition now prevailing in the industry, is likely to bring about a healthier trend for the paper manufacturers and dealers.

Fine Paper Demand Broadens

From all angles the fine paper trade is evidencing a stronger tone in the Quaker City markets. While the holidays are contributing to the prosperity of the industry at this time, there nevertheless is a broadening of orders for all grades of standard makes. Among the lines of fine papers just now showing a decidedly stronger tone are the sulphites. Bonds and writing papers have been moving in greater volume and with the largest distribution of the current year. Greeting card stocks have been among the most wanted grades with belated holiday orders for personal greetings cards and announcements now rushing the manufacturers of these messages of Yuletide in heavy overtime operation basis. No new lines of fine papers have been offered by the mills, due to the restricted manufacturing plans which have been effective in the Fall months.

News Print Firmer

The heavy demand for news print is reflected in the firmer prices which have prevailed within the last two months. While there has been no advance since that reported a few weeks ago, dealers here are looking forward to higher values with the new year. There has been no let up in orders for news print requirements of the printing and advertising trades, now actively engaged in promoting sales by direct mail announcements for the holidays and the coming year.

Seasonable Demand For Coarse Grades

As the holidays draw near there is increasing demand for seasonable specialties adapted for the Christmas season and the needs of the merchants now at the height of the rush shopping time. All grades of coarse papers are moving most satisfactorily but the seasonal sellers are the most active at this time. Sulphite tissues have been advanced 3 per cent. Waxed and grease proof products are moving from warehouses in goodly quantities to the consumers engaged in the grocery, confectionery, and other food distributing industries catering to the needs for the Christmas season. There is extensive demand for corrugated products in rolls and in cartons and containers. An exceptionally excellent business is being conducted for this time of year in the roofing and building paper supply houses and those dealers handling these specialties are surprised at the firm holding of the market in view of the wintry weather.

Paper Stock Market Quieter

While the dealers are reporting a very active distribution, the paper stock trade has drifted into another of those waiting periods when the mills are holding off their purchases pending the definite trend of the manufacturing branch of the industry. Both paper stocks and rags are not moving in the volume that they were a few weeks ago. Mills were heavily stocked in the more active raw material markets of the early Fall and are now out of the scene until after the first of the year. Prices have been holding and there are no accumulations of paper stock on hand in the warehouses. Rags are plentiful but paper stocks of the commoner grades are lacking.

Business Costs Expounded by Trade Experts

Philadelphia associates of the Wrapping Paper Division of the local paper trade organization were greatly enthused over the recent meeting held in the closing days of November, when N. A. Schoenbucker, National Association Statistician, addressed the coarse paper dealers in the Bourse Restaurant, and was followed by Frank Floyd, of the Crescent Paper Company, of Indianapolis. The meeting was well attended and those who were fortunate in being present found it worth while in the interesting and informative talks given by these trade experts on cost of conducting business. Philadelphia paper dealers represented in the gathering gave expressions of their indebtedness to the two speakers for the valuable information laid before them by Mr. Schoenbucker and by Mr. Floyd. They state the educational value of the talks on cost is inestimable and enthusiastically proclaim the meeting as one of the most successful ever held in this city. The meeting of the wrapping paper division was specially called for the purpose of bringing before the members of the Philadelphia Association the matter of costs and their relationship to profitable business methods, and the necessity for close scrutiny of overhead in order to reduce the losses that might incur in carelessness in these matters.

Waste Merchants Select Freight Delegate

For the purpose of selecting a delegate whose duties would be to appear before the Consolidated Trunk Line Association Committees meeting in Chicago last Thursday, the Philadelphia Wholesale Waste Merchants Association called a special session last Tuesday at the Hotel Lorraine. It was decided by the members at their gathering around the dinner table that President Thomas A. Kenny be the representative of the local organization to take up the question of freight reductions on rags and paper stocks to the western mills and consumers. At this gathering of the local wholesalers paper stocks and waste materials, nomination of officers who will be elected at the next quarterly gathering took place. The entire list of present officials were nominated to be elected in February. Those nominated were:—President Thomas A. Kenny, of the International Trading Company; Vice President Charles J. McNichol, P. DeSante Company; Treasurer William L. Simmons, John Simmon's Sons and Secretary William J. McGarity, Penn Paper and Stock Company. The next meeting will be held shortly before the gathering of the National Association in New York in February, when many mill men will be invited to attend the annual banquet of the Philadelphia Association, as in former years.

T. A. Kenny Goes West as Freight Delegate

President Thomas A. Kenny, of the Philadelphia Wholesale Waste Merchants Association, attended the meeting of the Consolidated Trunk Line Association as delegate for the Philadelphia organization in making a special appeal to the railway committees for the reduction in freight rates on paper stock and rags in ship-

ments to the Western Mills. The various railway committies included in the consolidated trunk lines organization were the Trunk Lines, Central Freight Association and the New England Lines, including representation of the entire United States. Others who attended as representatives of the various paper organizations interested in the reduction were President Robert H. Graham, of the New England Paper Stock Dealers Association, Walter Maten, New York Association, and H. S. Massman, Traffic Manager of the National Association of Waste Material Dealers Association. Among the mill representatives at the hearing held in the Transportation Building in Chicago last Thursday, were R. T. Tuttle, American Box Board Company, Grand Rapids; R. L. Knox, Alton Box Board and the Lafayette Box Board Company, Lafeyette, Ind.; W. J. Lochbaum, traffic manager, H. F. Watson Company, Erie, Pa.; and L. Daugherty, of the Michigan Paper Manufacturers Association. Others represented as individual concerns were delegates from the Robert Gair Company, the United Paper Board Company, the Sutphin Paper Company, of Cincinnati, and others representing western mills. The delegates took up the question of a 20 per cent reduction in the shipments of paper and rag stock to the manufacturers in the western states. The Trunk Line and their allied associates in the railroad association will give the freight reductions due consideration and action is expected within the early months of the year on the matter.

Standard Shipping Box Co. To Expand

Additional equipment will be purchased by Richard A. Kenny, of the Standard Shipping Box Company, with plant in the Industrial Building, Manayunk, when he leaves in mid December for the western field to secure specially constructed machines for the purpose of extension of the business now nearing the close of its first year of association with the container manufacturing industry. The Standard company was organized about a year ago by well known trade associates long identified with the paper stock branch of the industry. They are Thomas A. Kenny, P. D. DeSante, and Richard A. Kenny, associated in the International trading Company, for many years engaged in the wholesaling of paper stock in this city, with headquarters at 334 S. Delaware Ave. The firm is engaged in the production of fiber and shipping containers. It is the intention of the firm to develop the business in the new year and to provide adequate mechanical equipment to take care of the present extensive production. While the business is owned by the present associate in the paper stock industry, the active management is under the direction of Richard A. Kenny.

Peerless Producing Gummed Tapes

A specially conducted business devoted to the production of gummed sealing tapes is featured by the Peerless Paper Specialty, Inc., north east corner Tulip and Tioga street, in the large single story manufacturing building at this location. The corporation is now equipped to produce gummed tapes for the trade and the consumer and is producing five tons of these converted paper products per day. They are manufactured in 60 lb. kraft and in sizes from one inch to any measurement desired. The tapes are used for sealing shipping containers, boxes and packages where a strong and durable product is desired. The officers of th corporation are: President, W. E. Horn; Vice President, B. N. Deming; and Secretary and Treasurer, A. L. Kimball.

McDowell Paper Mills on Increased Schedule

With the many improvements which have been added to the McDowell Paper Mills within recent times, the century old paper mills are now modernized and equipped to produce larger tonnage of specialties and to render the best and speediest of services to the distributors of glassine, grease proof and embossed papers. The McDowell mills have maintained a reputation for producing the highest class of papers in the lines in which the owners have specialized for more than a century and today, with their modern facilities, have perfected the services of glassine and embossed and grease proof products. The mills have had a long run on Christmas designs in embossed papers and holly effects in glassines and are still enjoying a last minute heavy order list for these holiday requirements, with operations in full time. In order to perfect the shipping facilities, an adequate motor truck service has been recently installed to augment the speedier handling of orders, and for accommodating large tonnage shipments. All units are now electrified with individual motors and the mechanical equipment enlarged in both the paper making machines and the other units of the mill.

The mills have been fitted with embossing machines that provide for many designs in the glassine specialties now produced in double quantity. In addition to the electrical units the mills are also furnished with water power from the Scuylkill River as in former years, so as to insure steady operation.

Receivership for Mohawk Papermakers

[FROM OUR REGULAR CORRESPONDENT]

COHOES, N. Y., December 14, 1926.—An equity receivership has been granted by Federal Judge Cooper of the Northern District of New York for the protection of the creditors and stockholders of Mohawk Papermakers, Inc., of Cohoes and Waterford. This is a part of a consistent plan for the rehabilitation of the company's finances and determined on after a very careful examination, it was stated.

According to one of the officials, the mills of this company have been operating regularly for twenty-four hours a day and have many orders ahead but its financial condition became impaired through necessary plant additions and improvement coupled with a growth in business beyond the working capital. In the last three years the company retired by cash payments nearly half of its mortgage bond issue, it was declared.

The Mohawk Papermakers, Inc., is successor to the business founded by the late Frank Gilbert at Waterford in Civil War times. In 1918 the new Cohoes mill of this company was built and put in operation, this being made necessary by the demand for colored special papers created by H. I. Prankard, who has been identified with the business for the past thirty years, except for two years, during which time he was vice-president of the Brownsville Paper Company, Brownsville. Application for receivership was made by Kelly & Co., of Newark, N. J., represented by John T. Norton, of Troy. The company was represented by J. S. Carter, of Albany. Judge Cooper appointed Henry W. Brooks, Jr., of 6 Wall street, New York, and Henry A. Furman, of Schenectady, receivers. The receivers' bond was placed at $100,000.

Mr. Brooks has been identified with the financial and administrative side of the paper manufacturing business for many years. He is vice-president of the Industrial Management Corporation and a trustee of a large New York bank. Mr. Brooks is well acquainted with the Mohawk properties, operations and products, having made an examination of them last summer, it was stated. A creditors' committee has been formed and it is expected that this committee coupled with the work of the receivers and the cooperation of Mr. Prankard and the entire organization of Mohawk Papermakers will within a reasonable time place the company in a strong industrial and financial position.

The receivers are empowered to continue operations. Mr. Brooks stated that the court authorized $50,000 in receivers' certificates to provide immediate cash funds and that in view of the volume of orders on hand the mills will only be shut down long enough to make the necessary inventories, probably a day or two. During the last few months the sales of the plant have increased considerably, according to mill officials.

Appointed Hammermill Agent

AUGUSTA, Me., December 15, 1926.—The C. M. Rice Paper Company of this city has been appointed one of the agents of the Hammermill Paper Company of Erie, Pa.

Paper Demand Fairly Satisfactory in Toronto

Mills Booked Until Early Next Year With Orders for Better Grades—Wrapping Paper Business Stimulated by Early Cold Weather—Consumption of Coated Paper Increasing—Advertising Campaign of Canadian Paper Trade Association Successful

[FROM OUR REGULAR CORRESPONDENT]

TORONTO, Ont., December 13, 1926.—December so far has proved to be a very good month in the paper trade and will assist materially in rounding out a fairly satisfactory year. Business with the book paper mills is rather spasmodic at present, although plants are well booked up until the beginning of 1927 with contracts from the publishing trade and other sources. It is interesting to note that one of the leading concerns has turned out this year the largest output in its history. As indicating the use of the better grades of paper his plant has received orders for no less than fifty cars. This supply will be employed for the manufacture of exercise books, which have largely replaced the old fashioned scribbling books.

Business in the wrapping paper line, and in paper bags, has been stimulated by the early spell of cold weather, which has caused freer buying and created an augmented use of fiber and kraft. The wrapping paper trade is in a satisfactory state, but the outlook in the paper bag end of the industry is not so encouraging owing to price cutting and to a lesser degree lack of organization in the trade.

In the coated paper line, there has been an ascension in consumption which has been brought about by an increase in the publishing trade requirements but so far as general orders are concerned there has been a falling off. On the whole, the tonnage has shown a gain and the coated department of the paper industry is in a fairly satisfactory condition. This business has been strengthened by the recent advertising campaign of the Canadian Paper Trade Association and incidentally by sales promotion work undertaken by the mills themselves.

Manufacturing stationers report an increase in volume over the business of 1925 but it is doubtful, owing to keen selling competition and the growing cost of doing business and overhead, if profits will be as large.

Thunder Bay Company's Expansion

A special meeting of the Port Arthur City Council was held recently and passed an agreement with the Thunder Bay Paper Company, covering the erection of its paper mill, and prepared a bylaw to submit the agreement to the ratepayers for ratification at the January municipal election. This includes a deed whereby the Parks Board will sell to the company the acreage it requires. The agreement also provides for the construction of a paper mill having a capacity of 400 tons of news print per day, with the extra provision whereby the firm agrees to co-operate with the city for the treatment of any fluids which might contaminate the city's water.

George W. Mead, president of the Consolidated Water Powers and Paper Company, of Wisconsin Rapids, and of the Thunder Bay Paper Company, the Newago and subsidiary companies, was introduced by Mayor Milton Francis, who extended the freedom of the city to Mr. Mead and said: "We are exceptionally proud of the fact that your company is locating in our city. We know that Port Arthur will receive considerable benefit from the industry." Mr. Mead expressed his pleasure at meeting the council and said that his company would always endeavor to advance the best interests of Port Arthur. Mr. Mead is Mayor of Wisconsin Rapids, and is a member of a Wisconsin State Commission to proceed against industries contaminating water sources of the State.

London Company Starts Western Plant

The Hygrade Corrugated Products, Ltd., of London, Ont., have formed a local company and established a factory in Vancouver, B. C., to accommodate their western business. This branch will be known as "Canadian Boxes, Ltd.," with a capital of $200,000, and has been partly financed by Vancouver investors, the remainder of the stock being held by the parent company. The new factory in Vancouver has a floor area of 15,000 square feet and provision is made for a second-story addition. The factory is equipped with the latest machinery and will turn out corrugated paper containers and corrugated paper for commercial wrapping uses, the weekly output of the plant being ten car loads. V. J. Walsh, former superintendent of the factory in London, has gone to Vancouver to take charge of the branch there. For the present, the raw materials required for manufacturing in Vancouver will be imported from Eastern Canada, but arrangements have been made with a British Columbia firm to produce the requisite grade of paper at the beginning of the new year. Charles H. Foster, who was mainly responsible for the development of the company's business in British Columbia, has been appointed sales manager of Canadian Boxes, Ltd.

Charge Against Paper Companies

That the Backus and Spanish River pulp and paper interests had combined to pay a price of $6.25 a cord to Manitoba settlers for pulpwood and that there was no competition for pulpwood within 100 miles of the Manitoba Pulp and Paper Company's mill at Fort Alexander, was charged by M. J. Stanbridge, representing the small pulpwood owners before a civic sub-committee in Winnipeg. The sub-committee met to consider the petition of the small pulpwood owners as preferred by Stanbridge and will request that the City Council join in a petition to the Dominion Government not to acceed to the Fort Alexander mills' request for an additional pulpwood selection area until the approval of the Manitoba Government had been secured. The sub-committee deferred further consideration until a later date, when it expects to have more information. Mr. Stanbridge claimed that the Manitoba Pulp and Paper Company had already got an area twice as large as necessary from which to select its 5,000,000 cords.

Will Erect Coarse Paper Mill

After considering the proposition for some months, Detroit capitalists have decided to erect a $250,000 wrapping paper mill and boxboard factory at St. Boniface, Winnipeg. Mr. Brownell, one of the originators of the plan to start the manufacture of coarse paper from waste, spent a few days recently in Detroit where he conferred with the men behind the big project. Complete machinery has been purchased and the plant will be operated by the Great West Paper Mills, Ltd., of which K. Charles Wood is president. Mr. Wood is a well-known barrister of Detroit, who has at his command a large amount of capital.

Big Pulpwood Cut in the North

Sam Cowan, of Port Arthur, Ont., who is well known in pulpwood circles, says that approximately 400,000 cords of wood will be taken out in Northwestern Ontario this season of which about 150,000 cords will be exported. The strike of the bush workers was settled some time ago, the majority of the timber contractors and mills paying the schedule asked for—$8 per double cord for cutting, and $50 to $60 per month for wages for men engaged by the month. Mr. Cowan says that the expansion of the pulp and paper mill business in the Thunder Bay district is going ahead rapidly. The Thunder Bay Paper Company's new mill is proceeding and the Provincial Paper Mills and Fort William Paper Company are building additions to their plants. Among the export companies, the Detroit Sulphite Pulp and Paper Company has installed two rossing machines in its yard at Fort

William, and proposes to toss the wood which is shipped to Detroit. During the recent provincial election, General D. M. Hogarth, who was elected member for the Port Arthur constituency, made a promise in the campaign that, after the election, the Nipigon Fibre Corporation would start to build its new news print mill.

Notes and Jottings of the Industry

N. E. Wainwright, of the sales staff of the Provincial Paper Mills, Toronto, has returned from a business trip to Dayton, Ohio.

George A. Davidson, sales manager of the Howard Smith Paper Mills, Montreal, was a business visitor to Toronto during the past week.

E. C. Martin, of the sales force of the Interlake Tissue Mills, Toronto, was in Montreal last week calling on the paper trade.

The Fred W. Halls Paper Company, Toronto, have fitted up in their warehouse, 257 Adelaide street, west, attractive new sample and sales rooms for the salesmen of the firm.

E. B. Sagendorf, secretary of the Colonial Wood Products Company, Elsas, Ont., was a caller upon a number of friends in Toronto during the past few days.

A conference of the western representatives of W. J. Gage & Co., manufacturing stationers, Toronto, with the local force, is being held this week. Among those in attendance are W. E. Buck, manager of the Winnipeg branch, C. E. Smith, Winnipeg, covering Alberta and British Columbia, and Scotty Davidson, of Saskatoon, who looks after the interests of the company in Saskatchewan.

Charles V. Syrett, president of the Wilkinson Paper Company, Toronto, gave an interesting and timely talk over the radio on December 9, his subject being "Visualizing a Paperless World Versus Industrial Perfection." He emphasized the important position which paper occupies in all walks of life and particularly pointed out the place which wrapping and kraft papers hold today in the selling and delivery of all kinds of goods.

The name of the Cellucotton Products Ltd., Niagara Falls, has been changed by supplementary letters patent to the Kotex Company, of Canada, Ltd.

The Windsor Paper Company, Ltd., of Windsor, Ont., was sold recently under Bulk Sales Act to Alexander Stuart, Bruce Williams, Windsor, being trustee.

Hugh D. Hennessy, superintendent of logging for the Abitibi Power & Paper Company, Iroquois Falls, Ont., passed away recently from pneumonia. He was only 29 years of age. Mr. Hennessy, who was married only a few months ago, lost his father in the rapids of the Abitibi River in 1917. The funeral, which took place in Haileybury, was largely attended.

George R. Warwick, of Warwick Bros. & Rutter, manufacturing stationers, Toronto, has been elected vice-president of the Board of Governors of the Toronto Western Hospital, in which institution he has taken a great interest.

Tests of Ham Wrapping

[FROM OUR REGULAR CORRESPONDENT]

WASHINGTON, D. C., December 14, 1926.—At the request of one of the large meat packing concerns tests were made by the Paper Laboratory, of the Bureau of Standards of the wrapping papers used for ham and bacon. Three wrappers are used, the inner being glassine paper, next to this is thick coarse absorbent paper and the outside wrapper being a grease proof paper. The inner wrapper was found to have practically no grease resistance. It was stated that this method of wrapping gave poor results as grease frequently oozed through. It is believed that if one good grease proof paper were used for the inner wrapper, protected by an ordinary strong paper, better results would be obtained and some economy effected. The matter is being taken up with other packing concerns to find if research to develop specifications for suitable wrapping papers is desirable.

May Build Pulp Mill Near Tacoma

[FROM OUR REGULAR CORRESPONDENT]

PORTLAND, Ore., December 10, 1926.—Construction of a new saw mill and pulp mill on the tideflats near Tacoma, Wash., is forecast since the St. Paul and Tacoma Lumber Company has applied for a definite agreement with the city water department for a large supply of water at rates which the proposed pulp mill company would be able to pay.

The St. Paul and Tacoma Lumber Company has under consideration with more or less definite plans already made, the construction of a new mill on the former site of the Tacoma Shipbuilding Company, this new plant being intended to cut hemlock exclusively.

The pulp mill would use the waste of the saw mill and would occupy part of the water front site with the saw mill. It is stated that there are several pulp manufacturers negotiating for the site and waste of the proposed mill. According to Herbert S. Griggs, who represented the St. Paul and Tacoma Lumber Company before the city council of Tacoma, the Puget Sound Pulp Manufacturing Company is among the number of corporations asking for this lease.

If assurance of an adequate supply of fresh water can be arranged including 2,000,000 gallons every 24 hours, the pulp mill project will probably go forward. This mill would have a capacity of 120 tons of pulp per day to start and this output would be increased gradually.

Engineers now have under consideration ways and means to provide the water needed for these new industrial plants, and the city of Tacoma has sent representatives into Oregon and California to study filtration systems, as the water available is from the Puyallup river and would have to be clarified. These representatives will make a report on their investigations about the middle of December.

Paper Men Oppose Abandonment of Railway

[FROM OUR REGULAR CORRESPONDENT]

GREENWICH, N. Y., December 14, 1926.—The application of the Hudson Valley Railway Company, now before the Public Service Commission for the abandonment of the Thompson-Greenwich branch of the trolley line is being vigorously opposed by the Stevens & Thompson Paper Company, and other paper mill firms in the Greenwich-Thompson district. The line which the railway company proposes to abandon provides the only means of transportation for employees of the Stevens & Thompson Mill at Middle Falls as well as other mills along the line, it is claimed by those opposed to plans of the company.

At the hearing on the railway company's petition before Public Service Commissioner George E. Lunn at Albany early in the week E. T. Jones, superintendent of the Middle Falls mill of the Stevens & Thompson Paper Company, appeared in behalf of his firm and also as a representative of the Citizens' Committee of Greenwich organized to combat the plan to abandon the line. After hearing arguments for and against the application Cimmissioner Lunn adjourned the hearing until Dec. 20.

Paper Exports From Finland Decrease

WASHINGTON, D. C., December 14, 1926.—Shipments of pulp and paper from Finland during the first nine months of the current year totaled 232,096 metric tons and 183,697 tons respectively, a decrease in the case of the former item of 16 per cent and in the latter of 5 per cent compared with the same period of last year. The decrease in this year's exports was due largely to the decline in shipments of news print, boards and mechanical pulp. Shipments of wrapping paper have been on a level with the previous year while shipments of writing, tissue, and wall papers have been somewhat larger. Shipments of sulphite pulp, amounting to 178,265 tons, exceeded those of the first nine months of last year by nearly 15 per cent.

Spotty Condition Rule in Chicago Paper Mart

Production of Fine Paper Reported to be Ahead of Consumption—General Expansion of Paper Business Hoped For After December Inventory Period Closes—Demand for Old Paper Continues Light and Prices Weak—Miscellaneous Trade Happenings

[FROM OUR REGULAR CORRESPONDENT]

CHICAGO, Ill., December 11, 1926.—An analysis of business conditions in the fine paper market of this district finds that class of dealers still somewhat discouraged over the outlook as far as any definite change for the better is concerned. Business is characterized by every one approached as "spotty" and a careful survey of the field after indications of unimproved conditions during the past few weeks has failed to unearth any great amount of optimism among local dealers.

Production has been far ahead of consumption for the past two years and it is the opinion of those interested that the mills are very dull. Popular credence is given to this fact because mills have been able to supply what demand there is in an incredibly short space of time, seeming to indicate that no back orders were on hand in that section of the fine paper industry.

The condition has been explained as resulting from increasing postal rates, which have forced business men to use publications instead of direct mail advertising; a natural state of affairs at this time of year as the result of a far more plentiful supply than demand; and finally, as a general result of business conditions in all industries.

Publicity does not seem to be the method of all business men that it was a few years ago. Paper dealers point to the fact that even the day's mail fails to reveal a large quantity of circular advertising, with the exception of bond house advertising. Dealers attribute this lack of direct mail advertising to a lack of confidence in the results that may be obtained.

There seems to be a general belief that credit buying is causing a rather prevalent slump in most industries. Paper dealers admit that there is a lot of business, but they are not so sure that a great deal of this is cash.

The shining light of optimism finally penetrates the gloomy statements issued by paper dealers in that they are all confident that things cannot possibly get worse; that after the December inventory they can expect at least some sort of an increase. In a final summary, the fine paper industry is not booming, in fact, far from it; but the dealers themselves are keeping decidedly away from an altogether pessimistic outlook.

The old paper market is almost negative at this time and dealers report that the market is off about $4.00 per ton. Prices are very low, and there seems to be little or no demand for old paper at this time. Seasonal conditions, and the quiet condition of the paper market generally, are contributing to this condition, according to old paper dealers.

Augmented Sales Force for Barton Paper Co.

Two salesmen are to be added to the sales force of the Barton Paper Company the first of the year. The firm is also to provide a great deal more floor space to take care of the expected business of next year. The Barton Paper Company, buying from the mills, and selling direct to the consumers, finds that general consumption is good although in some lines dullnes characterizes the market. Prices are low and steady, according to executives of that firm, and the tendency is to look for an affirming of these prices the first of the year, although no further activity is expected this month. Mr. Barton was, until recently, connected with the Barton-Hobart Paper Company.

R. A. Ashby Now With Standard Organization

R. A. Ashby has been appointed Western Sales Manager of the Standard Paper Manufacturing Company, of Richmond, Va. Mr. Ashby has been actively engaged in this work since the first of December, although he has been associated with the company for over a month. Mr. Ashby was formerly connected with the B. F. Bond Company, of Baltimore, Md. He succeeds R. E. Rudd, who, with W. O. Stronach, another former associate of the Standard Paper Company, has gone into the manufacturing business at Rochester, Minn., under the name of the Rochester Paper Company. The new organization will manufacture blotting papers.

Folding Box Business Declines

Folding box manufacturers and dealers are now experiencing their usual decline in business following a steady trade that has lasted throughout the past year. The entire year has not brought any sensational selling but paper men in this industry express themselves as well satisfied over results and they are all looking for good business in 1927.

E. H. Williams Visits Pacific Coast

E. H. Williams, of the firm of Williams and Gray, left the latter part of last week for the Pacific Coast, and he will remain there until the first of February. Mr. Williams will endeavor to combine business with pleasure during his stay in the West, in which he will try to get a line of business conditions among paper dealers and mills in that section of the country.

Bernard Benson Returns from Wisconsin

Bernard Benson, also associated with Williams and Gray, returned Thursday morning from an extensive trip through the mills in Wisconsin. He reports that all mills seem to be busy and that they are evenly balanced with different lines of business acting to hold the demand for paper very firm. Mr. Benson believes that there is no likelihood of any change in market prices and he is confident that prices are as low now as they can safely go without injury to the trade. On the contrary, he expects that the general movement of prices will be upward.

J. J. Hood Finds Business Conditions Good

James J. Hood, of the A. M. Collins Manufacturing Company, manufacturers of cardboard, cover, book paper and fancy box paper, has just returned from a lengthy trip over the south western and western portions of the United States. Mr. Hood took a month to travel through the New Orleans territory and back up in a northwestern direction to Omaha. At the present time he is on his way to Minneapolis and St. Paul, where he will complete his business trip. Mr. Hood reports conditions fairly good all the way along the route he traveled and he finds that the prevailing spirit among paper men is that of optimism for the business to come.

Finnish Paper Market Dull

WASHINGTON, D. C., December 7, 1926.—A recent cablegram from Assistant Trade Commissioner Lyons at Helsingfors reports the Finnish paper market dull with falling prices. Exports of paper during October aggregated 20,000 metric tons, an increase of approximately 1,000 tons over the previous month but a corresponding decrease compared with shipments during the same month of last year.

Demand for Curl Sizing Tester

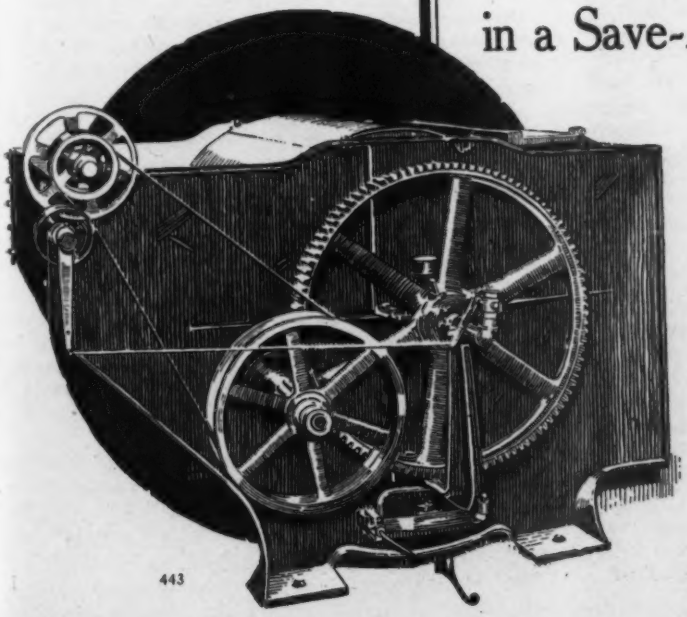
WASHINGTON, D. C., December 14, 1924.—There is understood to have been considerable demand for the Curl Sizing Tester developed by the Bureau of Standards, from various paper manufacturers. Further study was made by the paper laboratory to simplify and standardize the instrument. The improved design is now considered satisfactory for general testing purposes.

Isn't this what you want?

BIRD MACHINERY

The Bird Save-All is a simple, common sense pulp saver and white water filter that recovers a high percentage of the solids from the white water. Its cost to install, operate and maintain is the lowest consistent with high efficiency of fibre recovery.

Isn't that what you want in a Save-All?



BIRD MACHINE COMPANY

SOUTH WALPOLE MASSACHUSETTS

The BIRD SAVE-ALL

St. Lawrence Program Nearly Completed

New Eighty Ton News Print Machine Begins Producing—Second Machine to Start Operation Almost Immediately—When Both Machines Are Tuned Up Output Will Reach 325 Tons of News Print Daily—Many Rumors Around Regarding Pending Mergers

MONTREAL, Que., December 6, 1926.—This has been another week of rumors regarding pending mergers, with most of the talk centering around the Laurentide Company, despite official denial, the old maxim that "the ticker tells the tale" is recalled, and the ticker has certainly given indication that something is going on behind the scenes which will ultimately prove of benefit to holders of the company's stock. This stock has been actively traded in, and the price has registered a new high, more of the trading being of a speculative nature and founded on the rumors going around.

The report most generally accepted is that the Shawinigan Water and Power Company has practically closed a deal whereby it is to give $100 cash and a half share of new Shawinigan stock for the Lawrentide Company, and the controlling shares which that company holds of Lawrentide Power. the paper company to be sold to one of the major news print groups of the St. Maurice Valley and the power company to be retained. Another report is to to the effect that a deal is under way whereby the International Paper Company would absorb the Lawrentide Company and Shawinigan take over Lawrentide Power, with a pro ratio of stock in the two big companies.

The Wayagamack Pulp and Paper Company has also been the subject of rumors. It is said, for instance, that the shareholders of Wayagamack will be offered one or one and a quarter shares of the St. Maurice Valley Corporation in exchange for the new no par value stock of Wayagamack, which latter will shortly be distributed in the ratio of two of the new for one of the old. The Wayagamack company has made a complete recovery from the set back occasioned from 1921 on through keen competition from Europe in the sulphat pulp and kraft paper industry, and there is talk of the shareholders receiving a substantial bonus for the current year on the new no par value stock.

A local paper prints, "on authorative sources" the information that the Wayagamack Pulp and Paper Company is not considering a merger with any other news print or pulp and paper producer. Regarding the rumors of the possible change of control in the Lawrentide Company, one financial paper says:

"Two of the best guesses, perhaps, are that the whole movement is simply due to manipulation, or that the International Paper Company has become interested in this long-established and successful news print producer. But general opinion is now pretty well veering towards the opinion that all the past market activity has been nothing more or less than simply manipulation started perhaps by those who felt that the Laurentide shares were selling out of line some months ago. About the only thing the shareholder can do is to entirely disregard any of the myriads of rumors—some wise and some otherwise—which still continue to fly from tipster back to tipster.

Brompton Co. Attracts Attention

Investors during the week have shown renewed interest in the Brompton Pulp and Paper Company, as a result of the news that the news print mill is practically completed. It is expected that as a result of the operations of this mill dividends will be resumed early next year. Heretofore the company has been selling all its ground wood pulp at around $30 per ton. With news print selling at $65 per ton, it is expected that there will be an added profit of over $20 per ton. The mill has a capacity of 125 tons per day. As a result of the suspension of dividends since 1921, the company has increased its surplus from $811,626 to $55,158,736 and its net working capital from $579,991 to $3,630,440. Average earnings during the past five years have been equal to $6.56 on the common stock, and had it not been for the ultra-conservative policy of the company it is contended dividends could have been resumed long ago.

Brazil as a Market for Pulp and Paper

A. S. Bleakney, Canadian Trade Commissioner in Rio de Janerio, points out that, while there is a substantial market for wood pulp and various grades of paper in Brazil, Canadian mills have made practically no headway, despite the fact that there has recently been a considerable interest among Canadian companies in the possibilities there.

Total imports of wood-pulp into Brazil for 1924, the latest year for which statistics are available, were 16,654 metric tons valued at £190,739. The returns do not discriminate between mechanical and chemical pulp. An importer estimates that 50 per cent. is unbleached strong sulphite, 15 per cent. kraft sulphate, 5 per cent. bleached sulphite, and the remainder mechanical. A considerable quantity of low-grade mechanical is made locally from various materials. Canada has not shipped any wood-pulp to Brazil since 1921, when there was a favorable opportunity owing to the difficulty experienced by Scandinavian firms in financing their exports to this country.

Owing to the recent greatly increased production of news print in Canada a certain amount of interest has been shown by Canadian firms in this market, one important company having recently made an investigation through a personal representative. The result was not very encouraging. Scandinavian c.i.f. prices on news print at present are in the vicinity of £15 per metric ton on the above credit basis of ninety days' sight, and in view of the commercial depression which prevails, the risks are greater than usual. Opinion in Brazil is that Canadian prices on news print are not competitive, and it is doubtful if Canadian mills would watermark their news print specially for the limited sales obtainable here.

St. Lawrence Starts Machine

The first of the new 80-ton news print machines of the St. Lawrence paper mills started producing this week, and the second machine is expected to be brought into production almost immediately. When both machines have been tuned up the mills will have an output of 325 tons of news print daily. The extension programme now nearing completion has been carried out without any increase in the common stock, of which there are at present 50,000 shares oustanding. The company, which was founded by Noah A. Timmins, weathy mining man, has its mills at Three Rivers, Que.

Manager for Gatineau Mill

James W. Murray, now manager of the International Paper Company's news print mill at Three Rivers has been appointed manager of the same company's mill now under construction on the Gatineau river. C. W. Walker, superintendent of the Glens Falls mill, N. Y., will succeed Mr. Murry at Three Rivers. The Gatineau mill will have a capacity of 600 tons of news print per day. The Three Rivers mill has a capacity of 700 tons a day, and is the largest paper mill in the world.

Projected Mill for Liverpool, N. S.

Many inquiries have been made regarding the projected news print mill at Liverpool, N. S., which F. J. G. Barjum promised during the recent general election that he would build. Mr. Barnjum was in Montreal last week, and he said that satisfactory progress is being made with the preliminaries, and the mill will eventually be built.

The Secret of Dowd Superiority Lies in the Dowd Steel Formula

Paper cutting knives look much alike—cost about the same—but perform differently because of the variation in quality. Dowd knives are made according to a formula which produces the finest grained, the most ductile, and the toughest steel. They are tempered the full length of the knife at one time, thus eliminating soft spots. You can depend on Dowd knives to give long, satisfactory service with the least regrinding.

HOW TO ORDER

To insure your receiving a knife specially designed for your cutter, lay the old knife on a large, strong sheet of paper, bevel side up. Draw a line around the knife. Indicate location and size of holes. State thickness of new knife. Give name of cutter, symbol of machine and cut which the machine makes.

***Judge for Yourself By* ACTUAL USE**

Dowd knives are guaranteed to give satisfactory performance under all cutting conditions. For more than 78 years we have upheld this rigid policy of service and satisfaction to Dowd knife users.

R. J. Dowd Knife Works
Makers of Better Cutting Knives Since 1847
Beloit, Wisconsin

DOWD

Paper Knives of Everlasting SATISFACTION

Paper Board Industries Association Meets

The Annual Meeting of the Paperboard Industries Association was held in the Roof Garden, Waldorf-Astoria Hotel, New York City, Thursday, November 18, 1926. At this meeting and at the Group Meetings held on the 17th and 18th, the following officers were elected for the ensuing year:

President: J. P. Brunt, Executive Vice-President, Container Corporation of America, President, Mid-West Box Company, Chicago.

Vice-Presidents: Paperboard Group: W. J. Alford, Jr., Continental Paper Company, Bogota, N. J.; Container Group: Irving Hill, Lawrence Paper Manufacturing Company, Lawrence Kansas; Folding Box Group: H. S. Hinkle, National Folding Box Co., New Haven, Conn.

In addition to the president, who was elected by the general membership and the vice-presidents elected by the individual groups, each of which was elected a member of the executive committee, other members of the Executive Committee were elected as follows:

Representing Container Group: J. L. Barchard, Hummel & Downing Company, Milwaukee, Wis.

Representing Paperboard Group: Paul N. Myers, Waldorf Paper Products Company, St. Paul, Minn.; W. P. Paepcke, Container Corporation of America, Chicago.

Representing Folding Box Group: Fletcher M. Durbin, Sefton Manufacturing Corporation, Chicago; W. H. Richardson, The Richardson Company, Lockland, Ohio.

A special meeting of the Executive Committee has been called to be held in Chicago on Monday, December 13th, at which time a program of Association activities for the ensuing year will be outlined.

Folding Box Group Meeting

The Folding Box Group met in the Roof Garden, Waldorf-Astoria Hotel, Wednesday morning, November 17, Vice-President A. C. Osborn presiding. Consideration was given to the subject of warehousing and there was much constructive discussion with regard to this important subject.

Reporting for the Statistical Committee, Grafton Whiting outlined the system of credit reporting which has been inaugurated whereby Folding Box Group members may receive, through the medium of the Association, credit information regarding prospective customers. Mr. Whiting also explained the group statistics including charts and summaries.

Service for Collecting Slow Accounts

The Secretary explained the service now provided for members of the Container Group, for the collection of slow accounts. It was reported that Container Group members are making extensive use of this service and that about 60 per cent of the accounts referred to the Chicago office are collected within a period of about two weeks.

It was the sense of the meeting that a similar collection service be established for the Folding Box Group members, and the Chicago office will issue a bulletin to members, explaining the details. Members of the Folding Box Group are urged to make full use of this service, for which there is, of course, no charge.

Study of Depreciation and Maintenance

The meeting directed that a study be made for the purpose of arriving at a standard rate of depreciation to be charged on equipment and this question will be given the proper consideration.

Report of Nominating Committee

Committee—Arthur R. Morgan, J. J. Gannon, Geo. W. Gair, H. T. Brown, H. C. Stevenson.

A. R. Morgan, a member of the Nominating Committee, which was appointed at the last meeting, reported as follows for the Committee:

"The Folding Box Group Nominating Committee unanimously nominates: H. S. Hinkle, for Vice-President of this group; W. H. Richardson, for member Executive Committee of this group; Fletcher M. Durbin, for member Executive Committee of this group.

The report of the nominating committee was unanimously accepted and the above named were duly elected as officers of the group for the ensuing year.

Paperboard Group Meeting

The Paperboard Group met Wednesday afternoon, November 17, Vice-President Walter P. Paepcke, presiding. Mr. Paepcke reported upon subjects of interest to the Group which had been considered by the Executive Committee.

Statistics and Accounting

Reporting for the Statistical Committee, Grafton Whiting, statistician, outlined the charts and summaries and also submitted special reports on cost accounting; importation of straw; pulp statistics; description of board to be included in the reports; cooperation with the American Paper and Pulp Association and Department of Commerce.

Elimination of Manufacture and Use of Inferior Container Boards

Committee: Messrs. Strange, Dixon and Gable. Hugh Strange submitted a report for the committee, which was accepted by the meeting, with the understanding that the Paperboard Group Committee and the Container Group Committee shall give further consideration to this important subject, which is in the interest of maintaining high quality in the products of the paperboard and container industries.

Report of Group Nominating Committee

Committee: F. D. Wilson, Fred'k A. Norris, J. J. Gannon, W. H. Richardson and C. H. Andrews.

J. J. Gannon, a member of the group nominating committee, submitted the committee's report, as follows:

"The Paperboard Group Nominating Committee unanimously nominates the following as the officers of our Group to be elected at this meeting:

"Vice-President and Member of Executive Committee: W. J. Alford, Jr. Members of Executive Committee: Paul N. Myers and Walter P. Paepcke."

The report of the nominating committee was unanimously accepted and the above named were duly elected as the officers of the group for the ensuing year.

Container Group Meeting

The Container Group met on Thursday, November 18, Vice-President J. P. Brunt presiding.

Export Shipments in Fiber Boxes

Vice-President Brunt reviewed the action to date in the matter of the proposal of the steamship lines, comprising the North Atlantic Conference, to increase the freight rates on goods exported in fiber boxes.

Regarding Sale of Clippings

The meeting went on record as being in favor of disposing of corrugated clippings by selling them direct to the mills.

Elimination of Manufacture and Use of Inferior Container Boards

Committee: Messrs. Fred'k A Norris, Sidney Frohman, and S. K. Taylor.

Messrs. Norris and Frohman reported for the Committee, urging a further discussion of this subject by the membership. As a result of the discussion and action taken by the meeting, statistics are to be collected showing the amount and grade of low test board (i.e., that below 85 pounds minimum) which members

WHAT IS QUALITY?

Webster Says:-

"An essential property"

Puseyjones Stuff Pumps are pumps of quality.

We have in stock available for prompt shipment Three 8 x 18 Triple Stuff Pumps that are priced right.

Ask Us

The Pusey and Jones Company,

WILMINGTON, DELAWARE

have purchased, together with the use to which this board is being put.

Report of Nominating Committee

Committee: Messrs. C. W. Gaylord, G. G. Otto, C. A. Agar, C. J. Schoo and W. M. Sawyer.

Mr. Otto, a member of the Nominating Committee, reported for the Committee as follows:

"Your Nominating Committee unanimously nominates and submits for your approval the election of the following:

"Irving Hill, for Vice-President of the group; John L. Barchard, for member executive committee of this group."

The report of the nominating committee was unanimously accepted and the above named were duly elected as the officers of the group for the ensuing year.

General Manager's Report

The General Manager's Report, which was submitted at the meeting, contained up-to-date information with regard to the following items which are of interest to the Container Industry:

1. Fire Arms.
2. Container for Shipment of Davenports, Couches and Upholstered Chairs.
3. Mattresses in Oversize Boxes.
4. Liquids in Metal Cans Exceeding One Gallon Capacity.
5. Changes in Sealing Requirements.
6. Minimum Carload Weight on Corrugated Board.
7. Knit Goods in Oversize and Over-weight Boxes.
8. Express Classification Matters.
9. Bureau of Explosive Subjects.
10. Relation with American Railway Association.
11. Factory Inspection by Association Inspector.

The Annual Meeting

The annual meeting, which was the meeting of the members of the three groups in joint session, was held in the Roof Garden. Waldorf-Astoria, Thursday afternoon, November 18, and was presided over by Fletcher M. Durbin. At this meeting, in his capacity as chairman of the executive committee, Mr. Durbin submitted the executive committee's report covering the action and recommendations of that committee, all of which were duly approved by the membership.

At this meeting the North Star Strawboard Mills, Quincy, Ill., was unanimously elected to membership in the Paperboard Group.

General Manager Browder submitted a report of the major activities of the association during the past 60 days.

Chairman F. J. Kress, of the Research Committee, submitted a review of research subjects which has been studied at the Mellon Institute during the past year.

Standardization Committee's Report

Chairman John L. Barchard of the Standardization Committee, reported upon two major subjects which have been considered by the Committee: namely,

1. Proposal of the Trans-Atlantic Steamship Lines to increase freight rates on goods exported in fiber boxes.

Special mention was made of the activity of the Association in enlisting aid of representative shippers with a view to presenting the advantages of the fiber box in such a way as to prove the efficiency of the fiber container in export service.

2. The Booklet of Standards:

The members present voted unanimously to adopt the booklet of standards as presented by the Special Committee and by the Standardization Committee. This booklet, copies of which will be available to members at an early date, will contain the following.

1. Names and Addresses of members of the Association.
2. Gauge Lists, revised to date.
3. Test Container Board Standards.
4. Terms, Reservations and Extra Charges.
5. Standard Form of Contract, Paperboard Industries Association.

Economist's Report

Chairman E. R. Hankins, of the Statistical Committee, introduced Dr. E. O. Merchant, the Association's Economist, who gave a report on the subject of "General Business Conditions and the Paperboard Industries."

In this presentation he referred to the trend of business barometers; also wholesale commodity prices; freight car loadings, the building industry; money rates; the stock market; the outlook for the future, etc.

The Economist's remarks were supplemented by reference to charts depicting basic conditions in the paperboard and container industries, as well as other charts showing the trends in the more or less analogous industries.

Sales Promotion Committee's Report

Chairman J. P. Brunt reported for the Sales Promotion Committee and a detailed report of accomplishments during the past 60 days and a second report covering the work during the past year were presented. A. W. Luhrs, who is in charge of the field work, reported in detail for the Committee.

These presentations showed conclusively that the use of corrugated and solid fiber containers and folding boxes is being steadily increased, both by introduction of these products into new lines of industry and by a more extended use in the lines which have been using these products to a limited extent in the past, all of which means an increase in the consumption of boxboard.

Vice-Presidents' Reports of Group Meetings

In order that the members of the association as a whole may be kept informed of the subjects considered at the group meetings, which are considered to be of general interest, President Durbin called upon the Vice-Presidents for a report of the respective group meetings.

Reporting for the Paperboard Group, Vice-President Paepcke reviewed the action taken by this group at its meeting on the previous day, including the election of officers of the group for the ensuing year.

Reporting for the Container Group, Vice-President J. P. Brunt reviewed the discussion at the Container Group meeting with respect to the proposed action of the North Atlantic Steamship Lines in the matter of their suggested increase in freight rates of 10 cents per 100 lbs. on goods exported in fiber boxes. He reported that the interests of the container industry are being well cared for and that good headway has been made in opposition to the proposed increase. He opinted out that the conferences which had been held with steamship lines and with users of fiber containers provide a contact point for future consideration of the proper specifications for packages to be used in overseas shipment, which is believed to be a move in the right direction.

Resolution on David Phillips

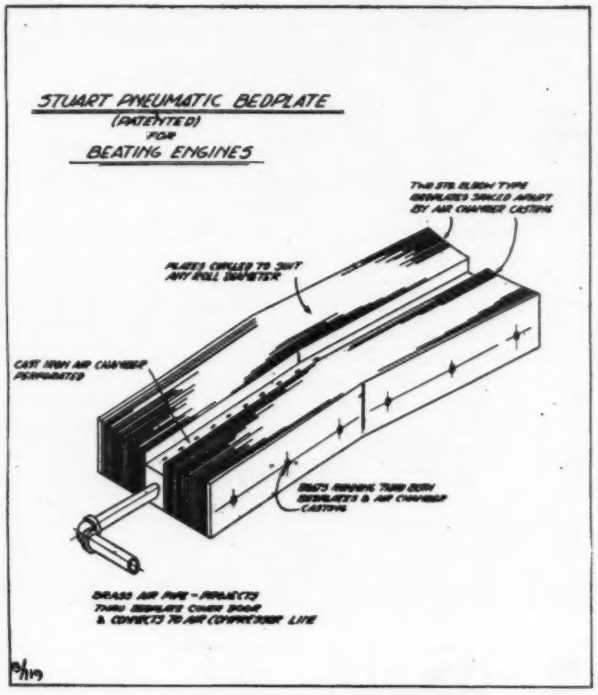
President Durbin stated that it was his sad duty to announce the loss of an associate in the work of the Association in the death of Mr. David Phillips, of the Grand Corrugated Paper Co., Inc., Brooklyn, N. Y. He then called upon Messrs. Samuels and Kipnis, the special committee appointed to prepare suitable resolutions, and Mr. Samuels thereupon read the following:

WHEREAS, An omnipotent Providence, in the exercise of His inscrutable will, has called to his final abode, one of our cherished charter members, Mr. David Phillips, a founder and an officer of the Grand Corrugated Paper Company, and one whose wise counsel and high ideals endeared him to his fellow members, and

WHEREAS, In his untimely death, his wife and his children have lost a loving husband and father, and we, his fellow members, an honored friend and associate, therefore be it

RESOLVED, That we, the members of the Paperboard Industries Association, duly assembled in New York, on the eighteenth day of November, 1926, with full appreciation of its inadequacy give formal expression to the deep personal sorrow which we all feel,

The Stuart Pneumatic Bed Plate



THE STUART PNEUMATIC BED PLATE was described in the Technical Section of the Paper Trade Journal of November 25th.

Some of Its Advantages

It increases the speed of the stock passing under the roll.

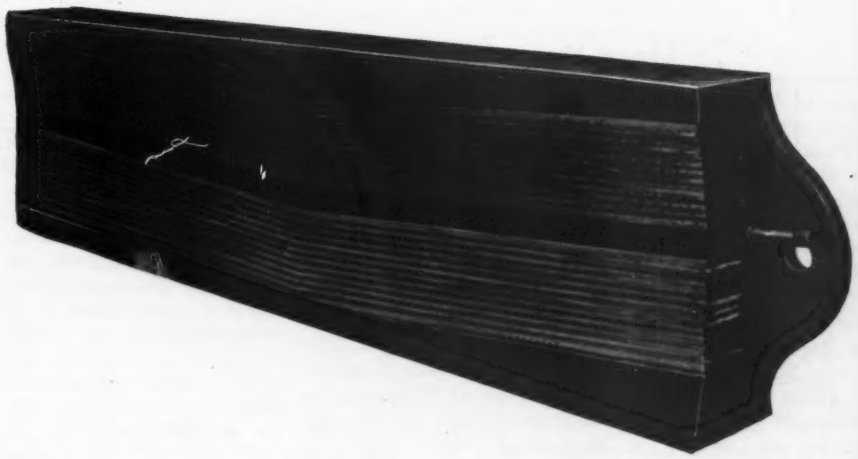
It crosses the fibers.

It changes the relative positions of the fibers, reducing beating time.

The stock produced is more uniform.

It uses air, steam or water.

"Your Paper is made in Your Beaters"



The Stuart Pneumatic Bed Plate is Manufactured and Distributed by the

DILTS MACHINE WORKS, Inc., Fulton, N. Y.

BUILDERS OF NEW TYPE BEATERS

Obituary

Thomas F. Garvan

[FROM OUR REGULAR CORRESPONDENT]

HOLYOKE, Mass., December 15, 1926.—Thomas F. Garvan, 55, of the P. Garvan Company, Inc., of Hartford, Conn., which also has a branch in this city, died last week of a complication of diseases. He was operated on about two weeks ago.

His business career centered chiefly around the interests he held in P. Garvan, in a paper stock business founded by his father and which he entered after leaving college. He was very successful in it and the business had increased many times. At the death of his father he became president and manager which he held until two years ago when he became director and vice-president.

He left besides his wife one daughter, Ann; four sisters, Mother Angeline of the Sisters of Mercy, Mrs. John Cavanugh of South Norwalk, Conn., Mrs. Nicholas Brady of New York City, and Mrs. John Jackson of New York City; also two brothers, Francis P., of New York, former alien custodian of property, and dean of the Fordham law school, and John S., who became president and treasurer when Thomas retired. Among his other connections were that of treasurer of Minerva Automobiles, Inc., New York, since July, 1922; treasurer of the Paul Ostruck Company, New York, builders of automobile bodies, since August, 1923; president Gebb & Garvan Company of Seneca Falls, N. Y., since 1917; treasurer of the Audiphone Company of America, New York, since September, 1925; president of Trans-Atlantic Radio Products Corporation, New York, since January; secretary of Bradley Fireproofing Products Company, New York, since April, 1925; director of the Riverside Trust Company of Hartford since its incorporation; president and treasurer of Thomas F. Garvan, Inc., investments, Hartford, organized in 1922, and vice-president and director of P. Garvan, Inc.

Mr. Garvan had large real estate interests in Florida, in St. Petersburg, West Palm Beach, and Miami and was also developing a tract of land north of the center in Newington. At one time he owned the Burnside Tissue Mills in East Hartford, but this interest he sold early in March of last year.

Leonard Mann

STROUDSBURG, Pa., December 6, 1926.—Leonard Mann, general manager of the Analomink Paper Company, at North Water Gap, died this morning at the home of Mrs. Henry J. Kotz, at Ridgefield Park, N. J., of cancer, after an illness of several months.

Mr. Mann became ill during the early part of last summer. He made a great effort to recover his health, taking treatments at the Memorial Hospital in New York City, the Jefferson Hospital in Philadelphia, and the Polyclinic Hospital in New York City. He left the Polyclinic Hospital two weeks ago when it seemed that his condition was somewhat improved. He went to Ridgefield Park to visit friends.

Mr. Mann was born in Ebertsheim, Germany, February 2, 1887, the son of Eduard Mann, proprietor of a paper mill in that place. After graduating from the famous Institute of Technology in Darmstadt, he came to the United States in 1912. He was employed for some time by the Hammermill Paper Company in Erie, and in 1916 became superintendent of the Parsons Division of the American Writing Paper Company in Holyoke. In the spring of 1917, he joined Kuttroff, Pickhardt & Co., distributors of dyes, as a paper expert, and between 1918 and 1923, was active in the same capacity with the National Aniline and Chemical Company of New York.

It was in this position that he made himself very well known and liked by every one with whom he came in contact. He rendered distinguished service to his own company as well as to the industry in the East and South by making them acquainted with American dyes made by his company, and by assisting them in the application of them in the manufacture of all types of paper. He also wrote many treatises on the dyeing of paper which were published in the trade papers.

During the past few years, Mr. Mann was general manager of the Analomink Paper Company of North Water Gap, Pa. About a year ago he contracted the malady from which unfortunately he was not able to recover.

Mr. Mann was a member of the Columbia Yacht Club and the Shawnee Country Club.

Paper Board Men Meet

Continued from Page 30

and to the sense of irreparable loss which we share with his bereft family and with the Company with which he was connected; and be it further

RESOLVED, That a copy of these resolutions be spread upon the records of this Association, and that a copy be presented to the family of our late lamented member.

SAMUEL SAMUELS, SAMUEL KIPNIS, Committee.

Following the reading of the Resolutions, members stood at attention as a silent tribute of respect to the memory of Mr. Phillips.

Luncheon, Thursday, November 18

Members assembled in the dining room adjoining the Roof Garden at 1:00 P. M., Thursday, November 18th, for luncheon.

The Dinner Thursday Evening

At 7:00 P. M., Thursday, November 18, members and guests assembled in the Roof Garden of the Waldorf-Astoria for dinner.

The dinner was supplemented with music, as well as songs appropriate to the occasion, which were prepared and rendered by talent drafted from the Association membership.

Following the dinner, interesting talks were made by the retiring and newly elected officers, as well as by others who were called upon.

Arguments Heard in Pacific Coast Paper Case

WASHINGTON, D. C., December 14, 1926.—Argument was held last week before the Supreme Court of the United States in the case of the Federal Trade Commission against the Pacific States Paper Trade Association including the Portland Paper Trade Association, the Spokane Paper & Stationery Company, etc.

Adrien F. Busick, assistant chief counsel of the Federal Trade Commission made the argument on behalf of the Commission while Judge Warren Olney, Jr., represented all of the respondents.

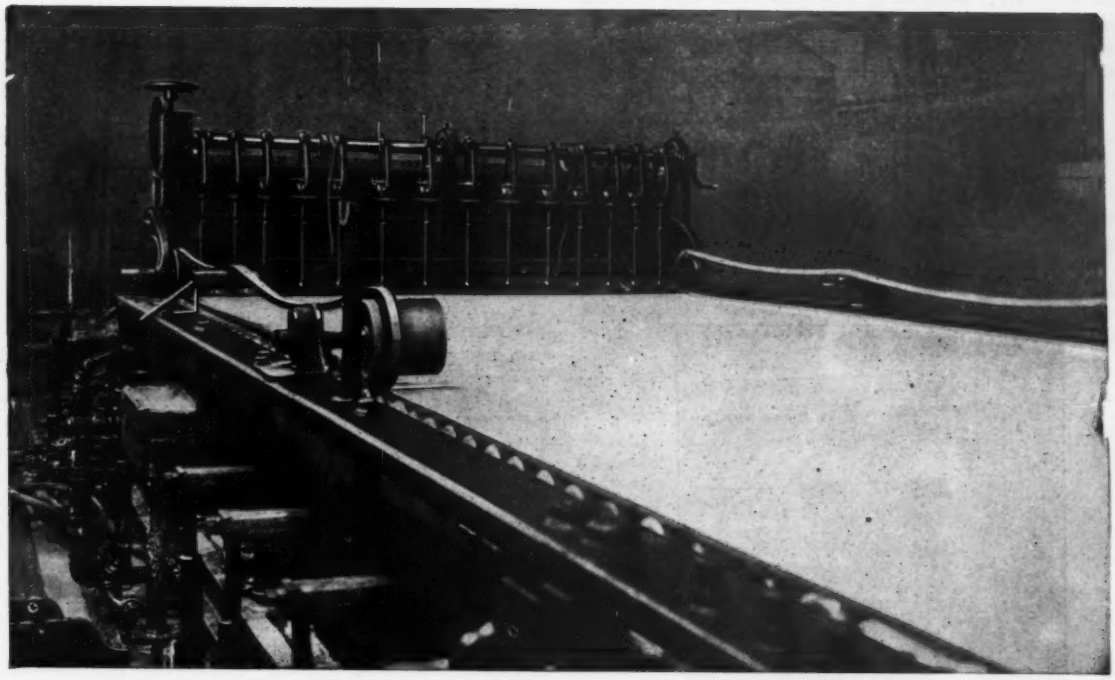
It will be recalled that this case started several years ago when it was believed that a stipulation could be agreed upon. The stipulation was not agreeable to the paper associations and after its regular course a ruling was handed down by the Commission the respondents took exception to certain of the findings. The case was appealed to the Circuit court which, in its decision, handed down a 50-50 decision with which the Trade Commission was not satisfied. The Commission asked for a review by the Supreme Court which was granted as the result of which the arguments were held. The case has now been submitted for final determination by the court which will end the whole matter.

Burcurmac Paper Co. Buys Ransom Mill

The Gibbs-Brower Company, New York, has disposed of the paper mill at Ransom, Pa., for William Brewster, representing the owners, to E. L. Curtin, who will be vice-president of the new company. J. M. Burby will be president; and James R. MacDonald, secretary-treasurer.

The new company will be known as the Burcurmac Pulp and Paper Company, incorporated under the laws of the State of New Jersey.

They will make numerous changes and improvements to the mill at once. They will make special pulp and paper.



How To Make Better Paper at a Lower Cost in 1927—

Regardless of the quality of the paper you are making it is possible to improve it and at the same time reduce your costs. We make this statement with records of results obtained by others in practically every line, before us. Improvements in quality are listed by these manufacturers as follows:

1. A better formation.
2. Fewer lumps and foam spots.
3. Uniform caliper across entire sheet.
4. Fewer breaks and therefore cleaner rolls.

You cannot be abreast of the times and not be posted on the remarkable results now being obtained with the Voith High Pressure Stock Inlet. This information is yours for the asking. An illustrated booklet is ready now. Write for your copy today.

The cost saving items include elimination of slices and the long apron above the wire and a corresponding saving in time and trouble. Wires wear 20% to 30% longer. Fewer shutdowns are necessary. All of these improvements in quality and cutting of production costs are directly due to the installation of a Voith High Pressure Stock Inlet. When making your plans for the coming year—Consider the Voith Inlet.

VALLEY IRON WORKS CO.

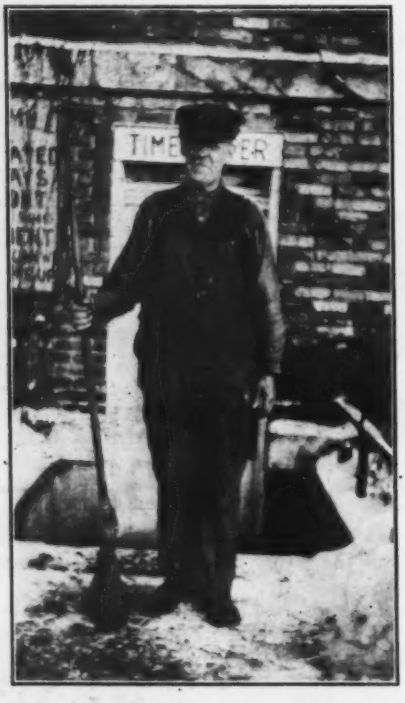
APPLETON, WISCONSIN

New York Office: 350 Madison Avenue

Thirty-Eight Years Without Lost Time Accident

MARINETTE, Wis., December 6, 1926.—At five o'clock Tuesday afternoon, November 30, August Lang punched his card for the last time as an employee of the Marinette and Menominee Paper Company, having decided to retire from this work-a-day world and become a gentleman of leisure.

Mr. Lang has been an employee of the company for nearly thirty-eight years and every one in the organization from the management down regrets very much to see him go. He has been the type of employee that you could put on any job with the full knowledge that the work would be well and carefully done. He was not an employee that was necessary to watch or that required a foreman. All that he needed was to be told what was wanted and the work would be performed.



AUGUST LANG

Mr. Lang was born in Lang County, near Berlin, Germany, about seventy years ago, immigrating to this country in the summer of 1882 coming direct to Marinette.

His first job in the new country was with the old K. C. Lumber Company of Menominee where he stayed about a year and a half. Following this he worked for the N. Ludington Company of Marinette about four years and later put in about a year at the planing mill of the Hollister Lumber Company.

About this time ground was broken for the Park Mills of the Marinette and Menominee Paper Company and he decided to become a paper maker. He stayed with the construction crew until the building was completed, and then worked around at various jobs for about five years, after which he assumed the duties of night watchman at the old No. 1 Mill which stood near the corner of Riverside avenue and Hattie street. He acted in this capacity until this mill was abandoned and torn down when he was given the job of janitor in the office which was located directly across the street from the old mill. Later when the office was moved to the yard of the Park Mill he went along in a similar capacity. This work he was still doing at the time of his resignation.

During the thirty-eight years that he was employed in these mills he never sustained a lost time accident. This is an extremely good record and one to which he can point with justifiable pride.

He is still hale and hearty and there is every reason to believe that he has a good many years ahead of him which it is hoped will be pleasant and enjoyable. While he has earned the rest which he is about to take he will be busy in taking care of his lawn and vegetable garden as well as other duties around his home on Garfield avenue.

As a token of the esteem in which he was held the Company presented him with a gold watch bearing the following inscription: Presented to August Lang by Marinette and Menominee Paper Company, Marinette, Wis., in recognition of 38 years faithful service without a lost time accident.

Taggarts to Build Mill at Oswego

OSWEGO, N. Y., December 14, 1926.—B. B. Taggart of Watertown announced here last week that he proposed to start the construction of a $1,500,000 paper mill in this city to produce paper cement bags. Work, he said, would start in the spring so that production could be secured in the fall.

The mill, Mr. Taggart said, would be located on the lake front west of St. Paul's cemetery. He said he had entered into a 25-year contract with the Carlisle interests for water power.

The mill, Mr. Taggart said, will consist of two units, one for the production of paper and the other for the manufacture of the bags.

The mill will produce 60 tons of paper a day and 75,000,000 paper cement bags a year.

Mr. Taggart announced that he thought the present time the best for expansion in the paper industry and had been thinking of coming to Oswego for the past 15 years.

Transportation facilities at Oswego together with available water power was responsible for his decision, he said. He said that he had been associated with the Carlisles for the past ten years and during that time his business had greatly expanded.

Mr. Taggart's plan is to bring pulp wood direct from Canada by water. All he wanted from Oswego, he said, was good will and cooperation.

Besides Mr. Taggart, J. W. Taggart, Jacob F. Amos, R. T. Plunkett, Kenneth Gallinger, S. T. Harris and Charles A. Phelps were here from the Taggart company.

C. E. Norris, vice president of the Northeastern Power corporation, announced that the Carlisles had options on 154 acres of land within the city limits for industrial sites and that these options would be taken up immediately.

Paper Shipments Frozen in Champlain Canal

[FROM OUR REGULAR CORRESPONDENT]

FORT EDWARD, N. Y., December 14, 1926.—A large number of heavily loaded barges, some containing shipments of paper products from Canada, are frozen in the ice in the Champlain Canal between here and Whitehall and every effort is being exerted to free them. Two steel tugs are being used to break the ice sufficiently to move the barges to a point where the cargoes can be transferred for shipment by rail.

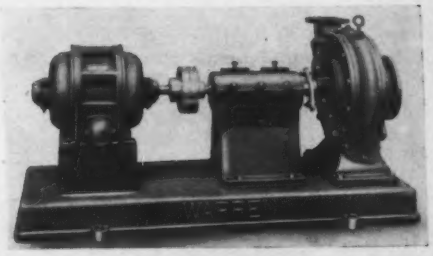
The official closing of the Champlain Canal was delayed this year because of the large number of barges en route with shipments from Canada. The unusually high water and heavy storms encountered on Lake Champlain during the latter part of November disrupted shipping schedules with the result that the recent severe cold spell found several fleets of barges still in the canal. M. Repitan, of the traffic department of the International Paper Company, with William Murray, of the Murray Transportation Company, are supervising the work of releasing eleven boats owned by the transportation company now frozen in the ice below this village which will be brought back to a point this side of Lock 7 and the cargoes, including some newsprint from the I. P. mills, will be unloaded and shipped by rail.

Warren Pumps for Paper Mills

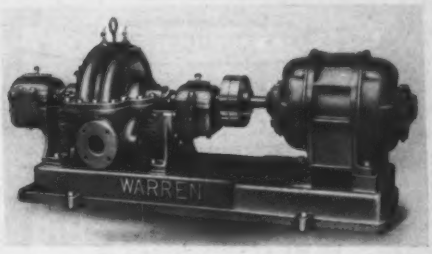
There's a Warren Pump for practically every service in the pulp or paper mill, each one designed and tested by expert engineers who know paper mill needs.

If you believe that lasting efficiency and dependability are the most important considerations in selecting pumps, it will pay you to include Warren in your specifications.

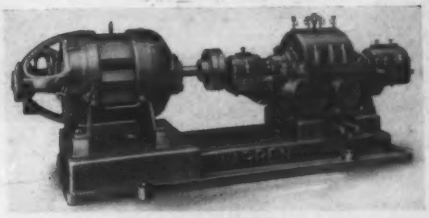
Let us send you Bulletins on Warren Reciprocating and Centrifugal Pumps.



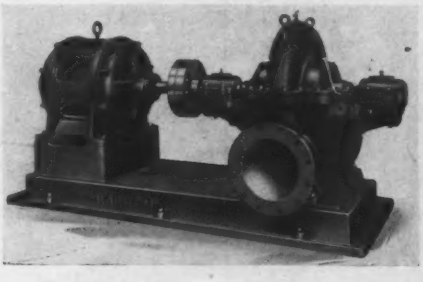
Warren Stuff Pump for handling pulped stocks up to 5% and higher consistency.



Two-Stage Double Suction Pump.



Four-Stage Pump for Boiler Feed or High Pressure Service.



Single-Stage Double Suction Pump.

Warren

Steam Pump Company, Inc., Warren, Mass.

Boston Philadelphia Chicago New York St. Paul
Atlanta Scranton Toronto San Francisco Pittsburgh

462

NOW *The* NEW *that will sweep the*

Write for particulars, prices and territory available, *at once!*

[*Sizes shown are 12-oz. cottage cheese and pint ice cream cans reduced about one-third.*]

SANI SEAL

Sanitary fibre containers for liquid, moist or dry products

PRINTED CANS
trade like wildfire!

THE most sensational and far-reaching announcement that has ever been made to all who sell fibre containers! For the first time, the trade is offered the tremendous selling advantage of a can with a display and sales value not even approximated before.

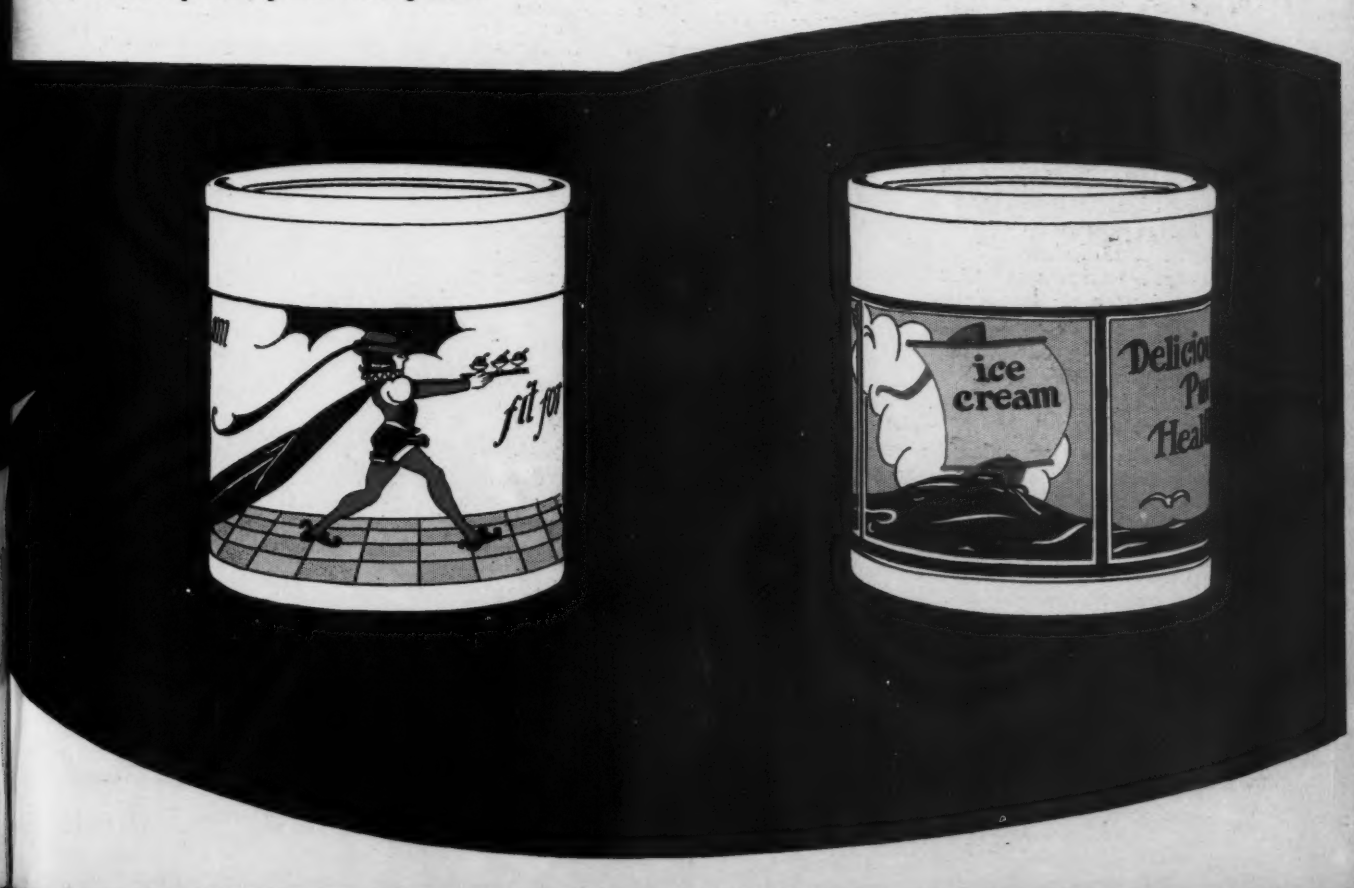
The perfection of these convolute-wound Saniseal containers has come after long experimenting and study. They are now available, in a variety of stock designs, in colors, at unit prices so little in advance of plain cans as to seem almost unbelievable. Made with the pressure-moulded, *not* crimped, Saniseal closure and stocked in full-bleached white board. Sizes: 12-ozs., half-pints, pints and quarts.

Do not mistake these designs for mere labels. They are *printed* directly on the can—giving a beauty and permanence to the designs that could be obtained in no other way. The dealer, by "staggering" the cans on his back-bar or counter, is given a wonderfully attractive and powerful display of ice cream or cottage cheese advertising.

This new competitive advantage of an exclusive Saniseal franchise in your territory is incalculable. Think it over.

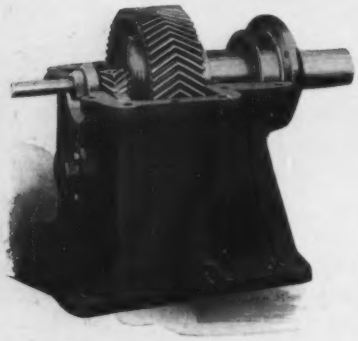
SMITH-LEWIS FIBRE CAN CORPORATION
755 Bostwick St., Lowville, N. Y.

New York	Boston	Cincinnati	Baltimore
110 East 42nd St.	201 Devonshire St.	Union Trust Bldg.	Garrett Bldg.



FARREL-SYKES
HERRINGBONE GEARS

THE GEAR WITH A BACKBONE



Vertical Type Double Reductions. Horse power up to .24 per r.p.m. of slow speed shaft. Ratio up to 130/1. Efficiency about 97½%.

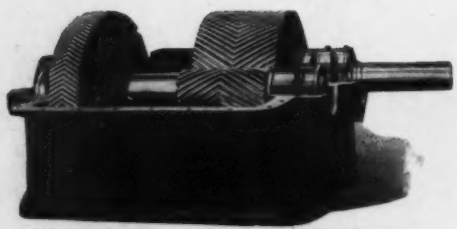
The continuous teeth of a Sykes gear is one of a number of factors contributing to their success. It is an important factor since it secures from 15% to 40% more bearing surface and 40% more strength.

Other factors, not so apparent, are: the accuracy of tooth division and profile; the 30% helical angle which ensures the best conditions of tooth overlap; the increased addenda of driving pinions resulting in less tooth friction and higher efficiency; and the care in design, application and manufacture which has always been associated with the name of "Farrel."

It follows, therefore, that smooth, silent, vibrationless operation together with great resistance to breakage and wear are characteristics of Farrel-Sykes gears.

Single Reduction Series. Sizes F 4 to F 20. Horse powers up to 2 per r.p.m. of slow speed shaft. Ratios up to 15x1. Efficiency 98½ 98.9%. Automatic lubrication. No maintenance Costs.

Our double reduction units are compact, efficient, reliable. Horse power up to 5 per r.p.m. of slow speed shaft. Ratios from 10/1 to 80/1. Suitable for mounting upon concrete or on steel joists or on constructional framework. We have standard patterns for base plates common to unit and motor. Efficiency about 98½%



View from High Speed Side—Cover Removed

THE FARREL FOUNDRY & MACHINE CO.

BUFFALO, N. Y. AND ANSONIA, CONN.

New York, N. Y.
Boston, Mass.
Cleveland, Ohio
79 Wall St.
914 Little Bldg.
802 Swetland Bldg.
Pittsburgh, Pa.
Havana, Cuba
San Juan, Porto Rico
649 Union Trust Bldg.
Edifico, Canada

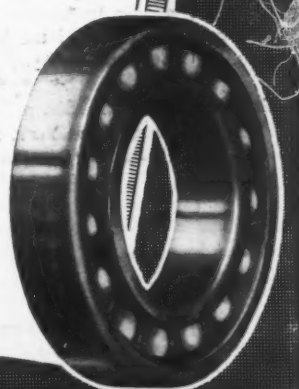
Outsell Because They Excel

NEW DEPARTURE Ball Bearings are a product of superior excellence, developed by special steels, processes and controlled by exclusive devices. Persistence in the pursuit of quality has brought as a reward an unexampled demand from the leaders in American industry. Growth has brought greatly increased responsibility for the maintenance of high standards as well as unusual facilities for research and continued improvement.

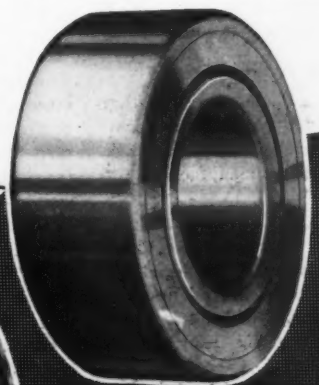
There is a New Departure type for every need. Engineering service—as excellent and dependable as the New Departure product—is yours for the asking.

THE NEW DEPARTURE MFG. CO.

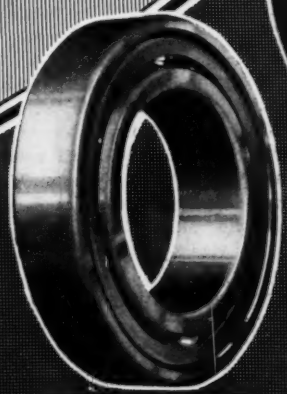
Chicago Bristol, Connecticut Detroit



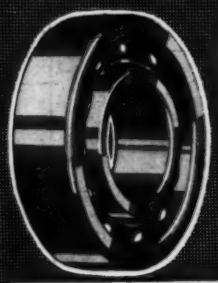
Single Row Type
The acme of perfection in a precision high duty radial load ball bearing. When so recommended by our Engineers, may take thrusts up to 20 per cent. of its rated radial capacity.



Double Row Type
The famous "triple duty" ball bearing, resisting radial loads and thrust from any direction. Has two rows of balls and ball raceways with opposed angular lines of contact. Unit construction. Non-adjustable.



Radax Type
A high quality, high duty, non-separable, radial and single-direction thrust load carrier, by means of angular contact of balls and races.



Magneto Type
A separable type, precision ball bearing for use in small electric devices. Commercially silent. Perfect interchangeability of parts.

New Departure Quality Ball Bearings

New York Trade Jottings

Sir Keith Price, who has been visiting some of the Canadian paper mills, sailed from New York for England yesterday.

* * *

The C. W. Rantoul Company, of 30 East 42nd street, New York, are now the selling agents for the Monroe Felt and Paper Company, of Lawrence, Mass.

* * *

Angus McLean, president and general manager of the Bathurst Company, Ltd., of Bathurst, New Brunswick, is a prominent New York visitor this week.

* * *

J. Madden, head of the pulp department of Parsons and Whittemore, Inc., has sailed for Europe, where he will spend some time in the interests of his organization.

* * *

There was a good attendance at the regular weekly luncheon of the New York division of the Salesmen's Association, held at the Canadian Club, last Monday.

* * *

C. Groenewegen, of the Sharp Paper and Specialty Company, Inc., 200 Fifth avenue, New York, has arrived from Holland, in connection with establishing his European mill connections.

* * *

E. A. Wallberg, of the Mistassini Power and Paper Company, which has under construction a new 200 ton news print mill in Quebec, has been visiting his friends in the New York paper industry.

* * *

Alfred Bleyer & Co., of Brooklyn, N. Y., announce that they have taken over the plant of the American Paper Forming Company, of Kenilworth, N. J., and are prepared to supply their customers with the various products which they manufacture.

* * *

An involuntary petition in bankruptcy has been filed in the United States District Court against R. F. Hammond, Inc., dealing in pulp and paper, at 342 Madison avenue. It is alleged the defendant corporation owes $177,000 and that it has admitted in writing its insolvency and inability to pay its debts and its willingness to be adjudged bankrupt upon that ground. The petitioners, the Equitable Trust Company of New York, Castle & Overton, Inc., and William Hartmann & Co., claim indebtedness of $23,800, $2,341.50 and $2,799.79, respectively.

Bids and Awards for Government Paper

[FROM OUR REGULAR CORRESPONDENT]

WASHINGTON, D. C., December 14, 1926.—The Government Printing Office has received the following bids for 31,000 pounds of manila calendered tag board in 24 inch and 26¾ inch rolls: Albemarle Paper Company, at 5.84 cents per pound; R. P. Andrews Paper Company, 7.25 cents; and Cauthorne Paper Company, Inc., 6 cents.

Bids have also been received for 6,120 pounds of 22½x28½—408, manila cardboard: Old Dominion Paper Company, at 8.9 cents; Whitaker Paper Company, 6.25 cents; Barton, Duer & Koch Paper Company, 5.64 cents and 6.16 cents; and Dobler & Mudge, 6 cents.

Barton, Duer & Koch have been awarded the contract for furnishing the Government Printing Office with 53,800 pounds (200,000 sheets) of 38x48—140, single coated book paper at 7.53 cents per pound, bids for which were received on December 1.

The same firm will also furnish 10,000 pounds (10,000 sheets) of 26x38—100, salmon book paper at 7.49 cents per pound, bids for which were received on November 26.

Reese & Reese will furnish 40,000 pounds (44,000 sheets) of various sizes chip board at $36.72 per ton, bids for which were received on November 19.

The Barton, Duer & Koch Company will also furnish 36,000 pounds (9,120 sheets) of various sizes No. 2 quality binders board at $67.48 per ton, bids for which were received on November 17.

The Printing Office will receive bids on December 20 for 38,000 pounds of various size rolls of No. 2 kraft wrapping paper.

SPECIFICATIONS REPORT

(*Continued from page 19*)

glue, with not to exceed 1½ per cent of rosin, and that no starch shall be used in sizing. Bidders are required to indicate in the appropriate place the grade and quality of the rags that they will use in manufacturing this paper, thus making it possible to select the bidder offering the most satisfactory quality stock for permanent record ledger paper.

Another important change this year was the elimination under sulphite ledger, 50 per cent rag ledger, 75 per cent rag ledger, and 100 per cent rag ledger of the 96 and 120 substances, 17 by 22, 1,000-sheet basis, and the addition of a substance 88, 17 by 22, 1,000-sheet basis. Since the heavy substance ledgers are commercially known to the trade as index, and are used for index purposes by the Government, it was the opinion of the Committee that they should be classified as such. The three qualities of index, sulphite, 50 per cent rag, and 100 per cent rag, which have always been carried on the schedule, have therefore been enlarged to care for the quantity of paper usually purchased under the heavy substance ledgers.

The requirement for bursting strength for the lighter weight U. S. Postal card bristol has also been increased from 45 to 48 points, since it has been found that a stronger paper is necessary to secure satisfactory production on the new postal card presses recently installed in the Government Printing Office. A moisture requirement has also been added to the specifications for postal card bristol stating that the paper as delivered shall contain approximately 5 per cent moisture. The estimated quantity for each weight of postal card paper has been stated separately.

This schedule embraces 186 lots as against 191 lots in the schedule for 1926-27, and the quantity estimated for the full year is approximately 48,700,000 pounds as against 42,300,000 pounds for 1926-27.

Statement Regarding Envelopes

The same committee made the following report on envelopes:

The Committee on Paper Specifications respectfully submits its third report on proposals and specifications for plain envelopes in common use by two or more Departments, Establishments, or Services of the Government in the District of Columbia for the year beginning March 1, 1927.

The only change made in the specifications themselves is the statement of the weight on the basis of 1,000 sheets instead of on the ream of 500 sheets as heretofore. This change follows logically the adoption last year of the thousand-sheet count unit and the thousand-sheet weight basis for the purchase of paper. The text of the instructions has been modified in accordance with this change in weight basis.

This schedule embraces 80 lots as against 77 lots for 1926-27, and the total estimated number of envelopes of all kinds called for is 35,105,500.

Paper Men Want Lower Canal Freight Rates

[FROM OUR REGULAR CORRESPONDENT]

GLENS FALLS, N. Y., December 14, 1926.—A reduction of 25 cents a ton on bituminous coal freight rates to Northern New York cities was asked in a petition filed with the Interstate Commerce Commission by paper manufacturers and business men of several Northern New York cities. The petition was filed with Examiner Williams, of the Commission, in Syracuse this week. The petitioners including the St. Regis Paper Company and the International Paper Company contend that present freight rates on bituminous coal to Northern New York points are unfair.

BLEACHED and UNBLEACHED
SULPHITES
KRAFT PULPS
GROUND WOOD
NORRONA
PULP STONES

PERKINS-GOODWIN CO.
33 WEST 42nd STREET
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PAPER TRADE JOURNAL
ESTABLISHED 1872
With Which Is Combined
PAPER
The Magazine of the Paper Industry
HENRY J. BERGER, Editor

Member A. B. C. Audit Bureau of Circulations

Vol. LXXXIII New York, December 16, 1926 No. 25

MILLS SOON "AT EACH OTHER'S THROATS"

Ellwood Wilson, the well-known forest expert of the Laurentide Company, of Grand Mere, Inc., says it would seem as if it were time to call a halt to the construction of paper mills and to the addition of new machines to existing mills. "This," he remarks, "may make for present prosperity, but as these mills will soon be at one another's throats for the possession of the markets, it would seem only the part of common sense to build new pulp and paper mills according to the capacity of the forests of the Dominion."

He states that the official figures of the exports of news print, sulphite and sulphate pulp, other grades of paper, ground wood pulp, and pulp wood from Canada for the month of August, reduced to cords, amounted to 450,027 cords cut during the month.

Taking a very liberal estimate of the amount cut per acre, this shows that the equivalent of 119 square miles of forest land are cut over each month, or 1,428 square miles per annum. The new paper machines coming into production before the end of the year would increase this cut per year to 1,532 square mills.

As the shortest possible time necessary to produce a second crop under the present methods of cutting would be between 50 and 60 years, it is obvious that the situation calls for something more than merely "viewing it with alarm."

OPTIMISM FOR 1927

The United States will close 1926 as the most prosperous year in history, and will enter the new year with unprecedented conditions for continuation of the prosperity wave, according to the current issue of The American Bankers' Association Journal. The general business situation is satisfactory, and banking leaders view the outlook with confidence. Business in 1927 will no doubt be more quiet, it is pointed out, not quite measuring up to the break-neck pace of 1925 and 1926, but it appears now that industry and commerce will run along a settled and highly competitive course.

Three major factors that have recently been the subject of concern, namely, building operations, the automobile industry and the cotton situation, all show signs that they will be able to work out satisfactorily and that such readjustments as may be needed should not affect general business to any serious degree.

In the case of building construction the decline that had been expected to start this Fall is materializing. Notwithstanding the decline, the current year's total will doubtless exceed that of last year and be the highest on record. Public and quasi-public projects will offset the decline in private construction and maintain the demand for structural steel, cement and other materials and labor, although some branches of the building trade will be unable to shift easily, for example, plasterers, plumbers and interior decorators.

The second factor in business that is accompanied by a question mark is the motor industry. November and December will see production much curtailed, as is customary in this season of the year. The outlook for the automobile industry, as a whole, is still bright, and reliable authorities, who a few years ago talked of 20,000,000 cars in this country as their goal, have recently revised this figure to 40,000,000 before the saturation point is reached. However, the outlook for many individual units in the industry is not so bright.

Nevertheles there are grounds for believing that such readjustments as must eventually be made will take place in an orderly manner. Most companies are in a strong cash position and without heavy debt, as a result of the prosperity they have had for several years: nor is there any depression or serious recession in general business imminent. Ordinary replacements demand, based on average life, is one car annually for every seven in use.

ENDANGERING OLD CONCERNS

Among those concerns that have not operated on a budget system there is likely to be many firms that will show no profit for 1926, J. H. Tregoe, Executive Manager of the National Association of Credit Men, says in an appeal to the associations membership to give greater attention to budgets in credit operations.

"It can well be claimed that budgeting a business enterprise is a most difficult operation," Mr. Tregoe said. "This is granted, but I cannot grant that it is an impossible operation. As was said recently by a budget expert, with a budget properly installed and working, there is no idle money and no machinery idle. Every thing is working and working hard. Take an organization, for instance, where the flow of money in and out can be readily ascertained and anticipated. The budget is a constant reminder that a certain income is necessary in order to offset fixed expenses. With a business enterprise it is possible, I believe, to figure cut with a very fair degree of accuracy what its expenses will be. There are certain fixed expenses easily ascertainable. There are other expenses of a variable character but this latter type should be canvassed with the greatest care and sufficient latitude left for the comfortable operations of the business or for the meeting of reasonable emergencies. With the outgo fixed in a budgetary way then the operators of the enterprise know the profits that must be secured in order to offset the outgo and leave some profit for the business.

"A carefully laid out budget will govern disbursements and confine them within income. The budget usually suggests policies for a business and with its production and marketing policies it is well to have financial and credit policies also. They are just as important to the welfare and success of the business as good production and good marketing. The budget also adds a certain

zest to a business enterprise that cannot possibly be realized in any other way. It gives to business a sporting element and with human nature as it is, the sport element in any effort or enterprise warms the blood and calls for the very best in men.

"The proportion of business enterprises operating on a budget is at present very small, in my opinion, and I should like to see an increasing number of enterprises taking on the budgetary system and governing their financial operations in a systematic and judicious way."

Itinerant Repairers of Brass Rolls

YORKLYN, Del., December 14, 1926.

Editor PAPER TRADE JOURNAL:

Please recall the warning to paper mills, which you published as of July 22, 1926, in reference to a gang working the mills through the Middle West in getting brass rolls, etc., and not returning them.

Just this week we have been solicited twice by men representing themselves to be copper smiths—refinishers of brass and copper—and their attitude has aroused our suspicions.

There were three men that called at our plant in a Cadillac car. One of them was a dwarf not over 36 inches tall. The other two men had mustaches, one of medium size build about 5 ft. 9 inches tall and the other 6 ft. 1 inch tall.

The big fellow brought the dwarf down to another plant in Wilmington and asked to get the dwarf a job in the mill doing most anything.

These men put up a very good argument in reference to processing brass rolls of any description, including press rolls. They are very desirous of getting a line up on all the paper mills in this territory.

We sent one of our men to visit what is supposed to be their shop and found, in an old dilapidated building at the address given, a bunch of gypsies huddled around a stove smoking cigarettes.

In conversation with reference to the re-surfacing of the rolls, we told them we did not feel that we had time to shut the plant down to take out a roll for them to re-surface. They immediately informed us that they could do the job over Sunday, but when we suggested sending our roll down with our own truck, it did not seem to suit them. They told us they had their own truck and did all drayage free of charge.

I feel the same as the paper machinery manufacturing company's president in Ohio, in that the paper manufacturers should be notified with reference to this gang.

Very truly yours,

J. BERTWELL WHITE, Superintendent,
National Vulvanized Fibre Co.

K. M. Moe Visits in America

K. Maartmann Moe, Marma A/B., Söderhamn, Sweden, who was here last in 1922, arrived in New York last week for an extended inspection of the paper and pulp mills.

He left on the Twentieth Century Wednesday for Chicago and will go to the Pacific Coast to visit Otto Nordstrom at Portland and see the drying towers in operation..

On Mr. Moe's return trip he plans to see the various new developments in soda and sulphate mill recovery systems as well as those for prevention of different forms of waste, particularly in groundwood screenings and white water. He also plans to visit the mills in the St. Maurice Valley and the Saguenay district and see the newest developments in ground wood and newsprint manufacture.

As Mr. Moe spent about two years in 1913 and 1914 in this country, connected with several mills, and returned for a visit of several weeks, in 1922, he has many friends in the industry here.

While in New York he was entertained at lunch by a few of his fellow members of the Technical Association.

Glassine Trade Customs

A committee of glassine manufacturers has summarized the trade customs of the glassine industry as indicated below.

COUNT

1. A ream of glassine paper shall consist of 500 sheets.

BASIS

2. The basis of weight shall be on size 24"x36"—500.

CANCELLATIONS OR CHANGE

3. After acceptance and acknowledgment of an order, the right is retained by the manufacturer to refuse to permit changes or cancellations, unless the buyer agrees to reimburse the seller for any actual expense incurred in the preparation of the order.

Acceptance of orders are contingent upon uncontrollable causes of delay or prevention.

NET WEIGHT

4. No allowance shall be made for the weight of cores, plugs, wrappers, twine or dividers. Iron cores may be returnable within a period of 90 days at price invoiced, freight prepaid by customer.

COMMERCIAL DELIVERY

5. (a) A delivery which averages not more than 5 per cent over or under specified basis weight shall constitute a good delivery on an order, and not subject to rejection or allowance on that account.

(b) All orders are to be accepted subject to a variation of 10 per cent over or under the quantity ordered.

(c) Shipments will be routed at carrier's option unless specified by customer.

FREIGHT

6. All deliveries shall be on the basis of F.O.B. Mill.

CLAIMS

7. (a) For the mutual protection of both buyer and seller, claims must be made within thirty (30) days after receipt of goods. No paper on which claim has been made may be used or returned until seller has had opportunity to inspect same or until adjustment has been made.

(b) On the F.O.B. Mill basis (whether with or without freight allowance) claims for loss, shortage or damage in transit, will be made by the shipper, only for account and risk of the buyer.

(c) Where paper is to be cut, printed or converted by or for the customer, no claim for allowance will be entertained after the paper has been cut or printed.

QUOTATIONS

8. Quotations, unless otherwise stated, are for prompt acceptance and are subject to change without notice.

POUND BASIS

9. Quotations made per pound are for base prices only and are subject to all differentials of the quoting manufacturer, for weights, sizes, packing and baling.

[An error was made when this was originally printed in the PAPER TRADE JOURNAL so it is correctly reprinted herewith.—EDITOR.]

Cost Meeting at Springfield, Mass.

The Connecticut Valley Division of the Cost Association of the Paper Industry, will hold its third meeting of the present season, Thursday, December 16, at 6:30 P. M., at the Highland Hotel, Springfield, Mass.

All mills wishing to send representatives to this meeting, are invited to notify J. E. Barrett, secretary of the Connecticut Valley Division, American Writing Paper Company, Holyoke, Mass., as soon as possible.

The speaker will be R. N. Wallis, factory accountant with the Dennison Manufacturing Company, whose subject will be "Tying In a Budget with a Cost System."

The Dennison Manufacturing Company are known to have a very efficient system, and Mr. Wallis will undoubtedly be heard by an enthusiastic audience, for his subject is timely.

24 Hours to install— — The Terry Paper Machine Drive

One of the many advantages of the Terry Paper Machine Drive is the ease and simplicity with which it may be installed to replace other prime movers.

The 300 H. P. drive illustrated below was set up and placed in operation from shutdown at 7:00 A. M. on a Sunday morning and starting up time the next day.

There was no loss whatsoever in production time and the unit operated perfectly the first day. In fact, the boss paper maker remarked that he was highly pleased with the Terry unit in every way.

The Terry Paper Machine Drive is built for both constant speed and variable speed operation. It is constructed in all sizes and for all steam pressures and back pressures.

A new bulletin has just been prepared describing the many distinctive features of the Terry Drive. May we send you a copy?

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300 H. P. Paper Machine Drive

Section of the
Technical Association of the Pulp and Paper Industry

AN ORGANIZATION FOR THE ENCOURAGEMENT OF ORIGINAL INVESTIGATION AND RESEARCH WORK IN MILL ENGINEERING AND THE CHEMISTRY OF PAPER, CELLULOSE AND PAPER-MAKING FIBERS GENERALLY; IT AIMS TO PROVIDE MEANS FOR THE INTERCHANGE OF IDEAS AMONG ITS MEMBERS IN ORDER THAT PROCESSES OF MANUFACTURE MAY BE MADE MORE EFFICIENT AND IMPROVED ALONG TECHNICAL LINES.

Conducted by W.G. MacNAUGHTON, Secretary

The Soda and Sulphate Processes*

By James d'A. Clark, B. Sc., (Eng.) Lond., G. I. Mech. E.—The Sir Robert Blair Fellowship, 1925.

Like the sulphite process, there is little doubt that with the large quantities of wood required, compared to the finished product, the situation of an alkaline process mill should be close to the source of the pulp wood in order to secure the greatest profit.

There is not the same attraction in working a soda mill in conjunction with a paper mill, as the process is relatively more simple than the sulphite process and the product not so liable to variation. The main object of a soda process is to get the maximum yield of fiber which can be economically bleached. The conversion costs of soda pulp are higher than for sulphite and the yield less.

Sulphate Process More Attractive

The arguments against a sulphate mill are not so strong, as the yield is higher and, if anything, the conversion costs are rather lower than for the soda process, though as a rule higher than for the sulphite, though there is the possibility of largely reducing the cost by using waste wood or a cheaper variety of wood.

The following table gives a comparative idea of the yield by the different processes based on weight of bone dry pulp on bone dry wood:—

Wood	Soda	Sulphate (E. B.)	Sulphite
Spruce	40	44	51
Hemlock	38	42	57
Poplar	44	48	55

The results were obtained in a laboratory using a small digester and with the same wood for each case. The yields for a kraft cook would be rather higher than those given for the sulphite.

Pulp produced by the sulphate process is not necessarily difficult to bleach. It all depends on the degree to which the digestion has been carried, and the production of an easy bleaching pulp is a much easier accomplishment than the production of a good strong kraft. There are one or two mills in America which use the sulphate process for this class of pulp, which is readily bleached and made up into high-grade white papers. The character of the pulp imparts strength, softness and flexibility to the paper.

It is possible to use any kind of wood in either of these processes, although, for the straight soda process, poplar and similar short-fibered deciduous woods are generally used, as the short fiber as a rule is what is desired to go with the characteristics of the pulp. These same woods are also being reduced by the sulphate process to an easy bleaching pulp requiring between 10 per cent. and 15 per cent bleaching powder for their bleaching to a pure white.

As a rule, digesters for the alkaline processes are much smaller than sulphite digesters, a favorite size being 1,700 to 2,000 cubic feet, holding 7 to 8 cords of wood, and yielding 4 to 5 tons of pulp. Practically all the digesters, especially the recent ones, work at over 100 lb. per square inch, and this higher pressure gives a shorter cooking time and requires less chemical. A claim is also made that with these processes the yield is slightly higher when using high pressures and a quicker cook with less chemical, but this claim is somewhat doubtful.

Modern digesters have welded seams, no rivets being used, This is a very satisfactory way of building them, as there are no rivets to cause leakages, and it allows the digesters to be satisfactorily heat-insulated without objections being raised by insurance companies. In the United States a welded digester of 1,900 cubic feet capacity, designed for a working pressure of 150 lb. per square inch, costs about $6000 at the works.

Liquor Circulation

A number of soda and sulphate mills are using the Morterud indirect heating system for the digesters, but as there is generally difficulty in keeping the heater free from leaks, it is doubtful whether they have proved really satisfactory. Direct heating is more usually employed, and mills are having good results with either circulating pumps which handle the entire charge of liquor in 18 to 20 minutes or else with injector circulating systems. This latter method is very successful if the injector is properly designed. The steam nozzle and intake pipe beneath the false bottom should be so constructed that the liquor is able to return through the chips as fast as it is shot up the circulating pipe to the spreader at the top of the digester. If too big a nozzle is used, the chips do not boil down so well, although the required pressure is brought up more quickly.

It is a great advantage, in filling the digester, to have a good circulating system, as then the chips will fall in and be packed down automatically. For a digester holding 3½ cords, a ⅞ in. nozzle on a 2 in. steam pipe injecting into a 2½ in. liquor pipe is found to give good results. There is also a ½ in. steam pipe discharging steam on the opposite side beneath the false bottom. For a 7 or 8 cord digester a 1 in. nozzle would probably be suitable, with a 1½ in. supplementary pipe. It would possibly be better still to have the nozzle and the supplementary pipe on separate valves, so that after pressure had been nearly reached the supplementary supply could be cut off. The use of steam rings in the bottom of a digester is not often satisfactory, as very often they cause trouble by holding back the pulp when the digester is being discharged.

With any circulating system it appears to be a good plan to have the distributing done in the center of the digester, just beneath the top, and so arranged that it can be swung aside when

* From a series of articles on Pulp and Paper manufacture in North America, appearing in World's Paper Trade Review.

anyone requires to enter the digester. This ensures a uniform distribution of the liquor and a uniform cook.

Rotary Digesters

Although rotary digesters have the drawbacks of the additional handling necessary, larger space requirements, power and possible trouble with steam joints, nevertheless the use of the vertical type has a number of undoubted attractions, and it is questionable whether or not they are the most desirable equipment. The circulation is perfect and they require only about half the usual amount of liquor, which leads to a big steam economy, not only in digestion, but also in evaporation. In one mill using this type of digester, the black liquor was sufficiently concentrated to require no steam evaporation whatever, but was merely put through two disk evaporators and direct to the rotary incinerator. The conditions for cooking kraft in this mill were 56 cubic feet of liquor per cord, 18 per cent total NaOH 1½ hours to pressure and 2½ hours at 125 lbs. per square inch. The digester was turned over four times during the cooking.

Quantity of Liquor Required

For any alkaline process with stationary digesters and indirect heating, the amount of liquor used is 125 to 135 cubic feet per cord and for direct heating 105 to 115 cubic feet per cord. A cord of chips occupies about 225 cubic feet, and as the digester is filled with chips it is seen that the amount of liquor required is 55 to 60 per cent of the digester volume for indirect heating and 45 to 50 per cent for direct heating. More liquor is required for dry chips than wet.

Pressure

The pressures usually employed vary from 90 lb. to 130 lb. per square inch, taking from 1½ to 2½ hours to come up to pressure and remaining there for 2½ to 4½ hours. It is considered advisable, as regards yield, uniformity and strength, to take at least one-third of the total cooking time to come up to pressure, so as to ensure a thorough penetration of the chips. This is important for a kraft cook, especially if the wood is wet, but some soda mills come up to pressure as quickly as possible, taking no longer than ½ to 1 hour.

Time

The length of the cooking time depends very much on the dryness of the wood once the other conditions have been settled as a dry wood absorbs the liquor more quickly. Time is not a very important factor when cooking kraft, as the charge of chemical is small and the sulphide exercises a protective effect. In one case an extension of the cooking time by 1½ hours led to a decrease in yield of only 1 per cent, although if the charge of chemical had been heavy no doubt the decrease in yield would have been very much greater.

Charge of Chemicals

The amount of active alkali used for a soda cook runs from 22 to 34 per cent as NaOH on the dry weight of the wood. The mill using the 34 per cent was cooking poplar with a 4½-hour cycle of the digesters, using a pressure of 125 lb. per sq. inch. The pulp was used for good papers.

The amount of active alkali used for a kraft cook runs from 18 to 22 per cent as NaOH. For easy bleaching sulphate about 25 per cent total is satisfactory. If much more, the yield is decreased, and if much less the amount of bleaching required is excessive. Cooking poplar with 25 per cent total as NaOH, 10 per cent of bleaching powder was sufficient to give a good white color.

Reuse of Black Liquor

In general, for kraft, as much black liquor is reused as a diluent as possible, and in different mills this amounts to about one-third to one-fifth of the total volume of the cooking liquor. For an easy bleaching pulp by the sulphate process, the reuse of black liquor is not advisable as regards the effect on bleach consumption; but it is economical to do so, as the yield is increased 2 or 3 per cent and steam is saved for its evaporation, so it is generally done. The reuse of black liquor in a soda mill has not very much effect on the color of the fibers, so a proportion of the black liquor is invariably used over again.

Percentage of Sulphide

In a sulphate liquor the percentage of alkali as sodium sulphide is not so much a matter of choice as of circumstance. In the normal working of a mill, the losses are made up by feeding salt cake (sodium sulphate) into the smelters, which is the source of the sodium sulphide, and thus the percentage of the latter is largely dependent on the losses. The percentage of sulphide in most kraft mills runs from 20 to 35 per cent. The larger the percentage of sulphide the slower and milder the action of the liquor, and vice-versa. Beneath 15 per cent of Na_2S, however, the resultant fiber approximates more nearly to a straight soda cook. Where the losses are small and consequently the percentage of sulphide low, sometimes a portion of the salt cake is replaced by nitre cake ($NaHSO_4$). This is never added to the smelter or the smelter liquor, but to the black liquor before going into the rotary, as otherwise, when it is heated, sulphuric acid is produced and attacks the sulphides, giving off sulphuretted hydrogen, which has been the cause of some serious accidents. When added to the black liquor, the acid is neutralized and no such danger occurs.

Relieving

There is not much difficulty in the proper relieving of the digesters. The relief valve is opened a turn or two shortly after the steam has been turned on to get rid of air and gas. This is especially important if the wood is wet, as otherwise a false pressure results. When the air is away the relief can be shut off entirely, but one or two short reliefs are usually held to be advisable as the cooking proceeds, or else a small continual relief. A digester with forced circulation, however, requires no relieving after the gas and air have been let out. It is advisable to connect a small steam line to the relief line, so as to blow back any obstruction if the pipe is blocked.

Blowing

The digester is blown as soon as the conditions aimed at are reached and after relieving the pressure down to about 70 lb. per sq. inch. A very convenient equipment for sampling the pulp in the digester during cooking is to have a 1½ in. sampling pipe equipped with two valves for safety, coming out from the digester about half way down. A miniature "blow pit," which may be a piece of pipe 3 in. or so in diameter and 18 in. long, is screwed on to this and the valves on the sampling pipe opened for a few seconds and then closed, and the pressure in the 3 in. pipe relieved with a small cock. The blow pit is then unscrewed, the contents dumped into a wire screen, washed and examined. Such a device is especially desirable where a great variety of woods and pulps are being dealt with, as it is sometimes almost impossible to predetermine the necessary treatment.

The main blow pit in an alkali process mill is very conveniently made on the cyclone principle. From the Y blow valve on each digester an 8 in. diameter steel pipe bends with easy curves into the main line which rises and enters the blow pit tangentially. The blow pit may be a steel drum about 14 x 30 ft. high with a 45-degree coned bottom and 16 in. gate valve leading to the stock pit placed beneath. A 6 ft. diameter suitably baffled vent pipe carries away the steam. As for any pulp mill, it is desirable to have a good supply of hot water for washing purposes, some mills have connected a surface condenser of 5,000 to 10,000 square feet to the vent pipe, which reclaims some of the heat which would be otherwise wasted when a digester is relieved or blown. The relief pipes in this case are led into the blow pit. This condenser is often an economical proposition for as few as two digesters.

After blowing is completed the 16 in. gate valve at the bottom of the blow pit is opened and the pulp falls into the black stock chest, where it is diluted with black liquor to 5 or 6 per cent consistency and kept slowly agitated.

Vacuum Washers

From the stock chest it is pumped together with more black liquor, to preferably a type of vacuum drum washer. There is

no doubt that the older method of using diffusers is greatly inferior to a good vacuum drum washer as regards efficiency of washing, dilution of the black liquor and loss of fiber. The Oliver type of washer has proved itself to be capable of washing both long and short-fibered stock satisfactorily. From tests made by the writer, a short-fibered pulp after washing contained only 10.7 lb. Na_2O per ton of air-dry pulp and 261 lb. per ton for long-fibered stock. A ¾ in. thick web of pulp was being delivered 20 to 25 per cent. dry. With hotter water these figures could be further improved. A vacuum washer with 10x5 ft. 3 in. diameter drum costs about $6500 complete and is capable of handling up to 50 tons of pulp per day. During washing the black liquor is diluted only 2 or 3 deg. Tw. monel metal is used for the wire cloth, and it stands up very well indeed.

Some difficulties have been experienced in the washing of long-fibered pulp with this apparatus, but the conditions of working in those cases were not the most desirable. The main trouble was with foaming, which was mainly caused by salty water and a bad vacuum pump. A rotary vacuum pump similar to the ones now installed for suction boxes on a paper machine is the best type. The wash water for the sprays for this machine should be as hot as possible, preferably 150 deg. F. Advantages of this method of washing are a saving in steam for evaporation, soda, labor, and water, and with the filter mat formed on the drum the liquor from the pulp is free of fibers which often cause so much trouble by depositing on the tubes of the evaporator.

From the washer, the pulp is delivered into a trough, down which it is sluiced by means of fresh water to the washed stock tank, from where is is pumped on the screens.

Fiber Recovery

In dealing with wash water from the pulp with a diffuser system, a mill has had very successful results with a leaf filter. This consists of a drum 10 x 4 ft. 6 in. diameter with 7 to 10 leaves arranged longitudinally and covered in the case of soda liquor with an 85 to 90 mesh monel metal wire cloth. In the trial filter this cloth has been in use for nearly two years and it is still good. The insides of the leaves are connected to the weak liquor tanks and the drain. Wash water carrying a small amount of suspended fibers goes through the leaves and the fibers build up into a mat on the wire. When this mat is about an inch thick, which time is determined by experience and in the case described was about 1½ hours, a set of sprays fixed inside the drum and directed on the top of the sides of each leaf are turned on. These break up the pulp mats and wash them to the bottom of the filter, whence the pulp flows back to the stock chest. The amount of good pulp saved in this way is surprising and the whole apparatus needs the minimum of attention.

It will be noticed that when the first set of fibers sticks to the wire cloth they act as a filtering medium for the liquor and practically the whole of the fiber is retained. It would appear that this type of filter has a very wide range of application in a paper mill for dealing with effluents carrying small percentages of useful material. They are also being successfully used for filtering green liquor for the bleaching pans to remove specks of carbon, in which case the leaves are covered with muslin. Owing to the very large area of the leaves, even when dealing with very fine stuff, they have a large capacity. For a 150 ton per day soda mill mill one filter is sufficient for the wash water and one for the green liquor. An added attraction is that the liquor from them is perfectly clear and in the case of a paper machine white water could possibly be reused in the showers, although its application to paper machines has not yet been practically demonstrated.

Evaporators

Evaporator practice in America differs very little from what it is in Britain. Four effects are common in the newer mills with a pressure range of 20 lb. per sq. inch to 28 in. vacuum. One or two mills have adopted the counterflow system, passing the weak liquor into the vacuum pan and pumping it to each of the others. As there is not usually sufficient fuel value in black liquor from wood to keep it burning in the incinerators, the counterflow system is an advantage in that the thick liquor is discharged at a higher temperature and therefore requires less heat to deal with it in the incinerator. Further, as it is now more fluid, it can be handled at a higher concentration. A few mills pass the weak liquor into the second effect, and after the last effect pass it back to the first effect for the same purpose.

There is not nearly so much siliceous material in the black liquor from wood as there is from esparto, so the first pan does not need such frequent cleaning. There is more silica in sulphate black liquor than in soda, as an appreciable amount is derived from the smelter linings.

The density of the black liquor varies from 60 to 75 degrees Tw. calculated to 60 degrees F. Wood liquor at the higher density requires very little fuel in the rotary incinerators.

Disk Type Evaporators

Many soda and sulphite mills have installed disk evaporators which work fairly well and need very little attention. In connection with these, it is interesting to note that in the mill previously mentioned using rotary digesters, the concentration of the black liquor is kept sufficiently high to enable steam evaporators to be dispensed with and the entire evaporation done by two disks. There appears to be no reason why disk evaporators should not be successfully used in British esparto mills, as apart from their evaporating effect they also absorb a great deal of soda from the furnace fumes. They are installed usually in a sheet steel housing. Two 7 ft. 6 in. diameter x 7 ft. rotors are sufficient for an incinerator suitable for 20 tons of pulp per day. These would have about 4,000 sq. ft. surface area of which about one-fifth is submerged. They rotate about 10 r.p.m. A 3 in. pipe leads from the bottom of the trough of the disk nearest the rotary and delivers the liquor into the back of it. Liquor supplied to the disks at about 30 degrees Tw. will normally be concentrated to 70 degrees Tw. A drawback to disk evaporators is that as they offer a certain amount of obstruction to the draft, so unless an exceptionally good draft is available an exhaust fan has to be installed.

Steam Boilers on Rotaries

Quite a number of mills have built steam boilers at the end of the rotary, and provided that the flues are large enough, 3 in. diameter, or preferably, 4 in., they work very well if they are cleaned out once or twice a week, which is an easy matter when they are designed for the purpose. The generation of steam with this waste heat and its subsequent utilization in a multiple effect evaporator is more efficient than the use of disks, and in most cases boilers are to be preferred. In one mill these boilers were credited with 1.5 lb. of steam per lb. of pulp, although the boilers were by no means efficient.

The firing of the roasters, if not worked in conjunction with a smelter, is done either with waste wood, coal or oil. In one mill, with liquor at 64 degrees Tw., at 60 degrees F., and with a higher percentage than usual of non-combustible matter in the liquor, 30 to 35 imperial gallons of oil were used per ton of pulp. The cost of oil was about 7½ cents per gallon. The amount of oil as used above was excessive, as more heat was developed than is usually necessary. Oil has its attractions, where a large number of roasters are being operated, as the apparatus is simple and only one man is required to attend to a battery of them.

Smelters

For the sulphate process the design and construction of the smelters varies a great deal. Both single and double smelters are being used. In the latter case the incinerator is made reversible and the black ash, together with the necessary amount of salt cake, is fed by hand into the smelter from either side. Although a double smelter unit has a larger capacity than a single, as the additional heat supplied to the rotary allows it to give 30-40 per cent, greater production, the use and operation of a double smelter has its drawbacks, as uniform smelting conditions are not easy to obtain, and, taken on the whole, it is doubtful if they offer any decided advantages.

A single smelter for the handling of soda liquor from 18-20

tons of pulp per day has inside dimensions about 4 x 6 x 14 ft. and the bottom sloped about 15 degrees towards the spout and sloped about 10 degreess towards the centre. Either one large vertical water jacketed blow pipe 3-4 in. diameter supplies the air from the top, the end being 10 or 11 in. from the bottom, or else two nozzles are inserted from the front (3 in. water jacketed cast iron pipes) at an angle of about 20-25 degrees to the horizontal and about 60 degrees to the front wall, converging towards the center of the smelter and finishing 8 in. or 9 in. from the bottom, 14 in. from the front wall. and 12 in. apart. A third nozzle can be inserted from the back or one of the sides if desired.

The smelter is usually constructed of 12 in. blocks of good soapstone and carefully fitted together so that the minimum of fire clay is used as a binder. The roof is arched, a good high arch being desirable. The outside of the lining is built up with red brick 12 in. thick and the whole smelter well reinforced with steel rods passing through beams on the outside, as the expansion and contraction is great and there is always the chance of small explosions. One fruitful cause of the latter is leaking water jackets of the air nozzles, and as a matter of routine these should be regularly tested with a force pump every fortnight or so. A small amount of water leaking into the smelter is quite sufficient to break it up unless it is well reinforced, and even then it is usually sufficient to lift the roof off. The gases are discharged into the incinerator through a circular or elliptical opening at the top of the smelter, which has a lip extending into the mouth of the roaster for the purpose. The air pressure for the blow pipes is 4 to 6 in. of water. It is best practice to provide a blower giving air at a pressure of 20 in. or so of water and to reduce it by means of a valve for the nozzles, so that if they plug up, the air passage will automatically increase and so probably remove the obstruction.

A 5 x 5 in. opening is sufficient for the exit of the smelt, and it is also lined with soapstone. The smelt is conducted away from the opening usually by means of a soapstone trough, which is set at a slight angle and is about 12 in. long. From the trough the smelt drops into the dissolving tank, which is usually a round tank constructed of sheet steel and provided with an agitator.

As esparto and straw contain a considerable amount of siliceous matter, it is rather doubtful if smelters would be suitable in this case, as practically the whole of this silica, together with a further amount from the smelter linings, would pass into solution, and difficulties might be experienced in the settling of the lime after causticising. If, however, an esparto mill was so situated that the sulphate process could be used and the smelt not objected to, besides the distinct saving in labor brought about by the use of smelters in place of the black ash dissolving tanks, salt cake is cheaper than soda ash and the yield from the grass would be increased. The question of possible difficulties with settling should, however, be borne in mind.

Leaching Pans

In the soda process, if the smelter is not used, then the black ash from the roasters is generally arranged to fall into a trough and then with a drag conveyor taken to an overhead conveyor, from where it is fed into the leaching pans.

The use of leaching pans or tanks is common practice in America. The best equipment appears to be the closed leaching tanks piped up so as to allow any of them to be worked in series. Six to eight is the usual number, their sizes depending on the amount of black ash to be handled. They are made cylindrical, with conical tops and bottoms, and provided with conical false bottoms consisting of plates with closely-spaced 1/16 in. perforations, and at the apex of this cone is a flap valve 8 to 10 in. in diameter. The lid of an empty one is removed and the body filled with black ash from a hopper filled by a conveyor. Liquor from one previously filled is then passed through it, drained from under the false bottom and passed as strong liquor to the causticising department. The tank which has been in use the longest and which has the soluble salts in the ash dissolved out is cut out of the series, the flap valve opened, and the contents washed down the sewer. Before washing the contents away, it is a good plan to have the piping so arranged that water, generally heated, required for use in the causticising room, is pumped through it, thus entirely exhausting the ash. If by any reason the lumps of black ash from the roasters are very big, it is a good plan to pass the whole of the black ash through a coal crusher before putting it into the leachers, but under ordinary conditions, with the roaster correctly worked, there is no need to have the black ash so coarse.

Continuous Causticising

The use of a continuous causticiser as installed in one or two soda mills appears to be giving satisfaction, but in the opinion of many the use of a continuous system for either causticising or leaching is by no means the best practice, although theoretically it may be regarded as ideal. The serious drawback to any continuous system is that, as the process takes several hours to complete, if there is an alteration of either the strength of the liquor, the quality of the pulp, or the chemical, before this alteration can be detected, as a rule the entire operation has been completed and the system full of liquor or pulp incorrectly treated with which nothing can be done. It is, therefore, impossible to keep the product uniform. A semi-continuous system where finally the product is finished off in batches is much more attractive. In any case, a continuous causticising system is only attractive where lime reburning is undertaken and with esparto, due to the amount of siliceous material present, the reburning of the lime is impracticable.

Semi-continuous System Preferable

The following is a brief description of a semi-continuous system in a soda mill which is working extremely well:

The spent lime from the weakest causticising tank is made into a slurry and pumped over to a vacuum lime washer. By means of water sprays on this revolving drum, the lime is washed practically free of soda and becomes thickened to about 50-60 per cent. dry, scraped off into a screw conveyor and fed into the end of a rotary lime burner. The burner is constructed very much like a black liquor incinerator, but 110 ft. long, and fired with either oil fuel, 75 gallons per ton of lime, producer gas, or powdered coal, 1 lb. of coal to 2½ lb. of lime. The lime issues in a fine powder and while still hot is conveyed in a steel trough to the mixing tank into which it is dumped and agitated with strong green liquor from the leaching cells. An amount of liquor is continuously pumped from this mixing tank to the usual causticising tanks where the required additional amount of fresh lime is added. After boiling and agitating the liquor in these tanks for an hour or more, the lime is settled in 2 to 4 hours and the finished liquor sent to storage. Two washes are made, and the first wash also sent to storage. The make-up liquor for the weak wash is derived by pumping hot water through the next leaching cell to be discharged. The wash water from the lime washer is pumped through the leachers in series to make the strong green liquor for the mixing tank.

In sulphate mills the liquor from the smelting tank is pumped directly to the causticising tanks and causticised in the same manner as for soda.

Sludge Washing

The vacuum washer for lime is a very satisfactory piece of apparatus, as it leaves only the very smallest percentage of soda, less than ½ per cent., in the lime. The drum is slowly revolved in the slurry, and picks up a cake about an inch thick which is consecutively sprayed with two or three lines of sprays; the vacuum is then released, a pressure applied, and the lime scraped off with a doctor. All the mills which have them installed speak highly of their performance and of the saving in soda effected. Their capacity is about 80 lb. of lime per square foot per hour.

Lime Handling

In several mills the lime from the causticising tanks is very effectively handled. From the railway cars it is shoveled or dumped into a hopper, from which it is picked up by means of a belt-conveyor, on which buckets are fixed, elevated and dropped on to a horizontal traveling belt which takes and discharges it into one or

more lime hoppers placed conveniently near the causticising room. The bottom of these hoppers is made of an inverted 45 degrees pyramid, at the apex of which is a 1 ft. 6 in. square slide door. The trucks for the lime, usually on rails, are put beneath the opening and filled, then are passed over a platform scale to be weighed and taken to the causticisers. The trucks are made to tip, and thus dump their contents directly into the lime basket. This is a system well worth adopting for simplicity and efficiency.

Boat Propellor Agitator

One mill has adopted a novel and extremely satisfactory method of agitating thin liquors like cooking and bleach liquors. The liquor is contained in either square or round tanks, and an ordinary 4-bladed cast-iron ship propeller, 4 in. in diameter, is mounted near the bottom so as to rotate with its axis vertical at a speed of 100 r.p.m. A 2 hp. motor drives the agitator through a crown wheel and pinion and the agitation leaves nothing to be desired.

Black Liquor Burning

At the present time some attention is being paid to the possibilities of burning black liquor in the same manner as oil fuel; and whilst recent trials have not been very successful, they have shown that the idea is quite feasible. The apparatus tried out was a chrome brick-lined steel cylinder 15 x 9 ft. diameter, built with double walls at the bottom, through which outside air was circulated and fed into the burner through spaced openings in the brickwork. The black liquor from soda cooks was sprayed in at an angle from the top after the burner had been thoroughly heated up with an oil spray burner. The black liquor burned so well and with such a high temperature that, together with the heat and the molten soda, the lining of the burner was destroyed after a couple of weeks' working. With a modified design, and especially with sulphate liquor, the smelt of which has a lower melting point, there is no reason why the apparatus should not be very successful. Attention will have to be paid to the removal of the soda carried away in the vapor of such a furnace, which is necessarily high.

The spraying of black liquor into the rotaries has been tried, but without much appreciable advantage. One or two of the kraft mills, however, are burning the black liquor in this way, but the methods are kept a profound secret.

Use of Sulphur

The addition of a small percentage of sulphur to the causticising tanks in the soda process is being made by a number of mills. An increased yield and better color of the pulp are claimed. There is something in this, although the effects are not very pronounced, and it might work quite well with esparto. Its use results in a certain amount of additional smell from the recovery plant.

The smell from the sulphate process is certainly rather objectionable to begin with but one gets used to it fairly quickly. It is quite unnoticeable after working in the mill or even near it for a few days, but it is rather a "clinging" smell, and it is very distressing to go into the recovery room for a few minutes and then go to town with the same suit. People are apt to uncomfortably edge away from the wearer for the first day or two. Many attempts have been made to stop this nuisance, but so far the methods suggested are too costly for general use.

Process for Making Strong Sulphite or Soda Pulp*

B. S. Summers, of Port Huron, Mich., recently took out a patent (U. S. pat. No. 1,584,902, granted May 18, 1926) on a process for obtaining strong pulps.

In the sulphite cooking process the digesting liquor consists essentially of a solution of sulphurous acid more or less combined with calcium or magnesium, or both. Digestion with this liquor tends to weaken the fiber, particularly where flax or other straws are treated, and even in the digestion of wood some of the cellulose is lost by the energetic action of the liquor.

Resinous woods, which are not suitable for treatment by the sulphite process, are cooked with an alkaline liquor containing from 15 to 25 per cent of alkali on the weight of the fiber. Ordinarily the pulp resulting from this treatment is soft and open, and is used largely for the manufacture of book paper. Where greater strength is desired, a mixture of caustic soda and sodium sulphide is used as the cooking agent. The resultant pulp is very strong, but has the disadvantage of being very difficult to bleach and of losing a considerable proportion of its strength during bleaching.

The inventor has found that when a suitable proportion of a soluble phosphate is added to the liquor, whether acid or alkaline, better results are obtained. In the case of the sulphite process the weakening effect of the liquor on the fiber is greatly decreased and the yield of pulp is increased, while in the case of the alkaline processes the pulp obtained is much stronger and can be bleached to give a product equaling in strength the strongest sulphite pulp. The phosphate is merely added to the liquor before or when the latter is charged into the digester, and the procedure is carried out according to the usual practice.

The amount of phosphoric acid may vary within wide limits, depending on the material being treated and the nature of the product desired; but the inventor considers that it is preferable to use from 1 to 4 per cent of the weight of the fiber treated of a soluable phosphate (dry weight) such as sodium phosphate. He has successfully used, however, up to 10 per cent of phosphoric acid, though ordinarily satisfactory results can be obtained within the narrower limits given, a stronger pulp resulting from the use of the higher percentage of phosphate.

It is preferable to use trisodium phosphate, and in the alkaline processes the phosphoric acid remains combined with the base, while in the sulphite process a certain amount of free phosphoric acid is formed. As the different mono-hydrogen, di-hydrogen and tri-hydrogen phosphates readily change over one to another, according to the acidity or basicity of the solution, it is simply necessary to calculate the amount of phosphoric acid required for the kind of pulp desired from the particular process employed.

In the case of the more readily weakened fibers, such as flax, in which it is necessary to decompose the ligno-celluloses and the pecto-celluloses at the same time, it is desirable to use somewhat larger amounts of phosphoric acid, it being possible to use materially more than 4 per cent without injury to the product, although in the alkaline process the pulp tends to become harder with smaller amounts of phosphoric acid than in the case of the acid processes.

* Translated from *Le Papier* xxix, 621-624, June 1926, by A. Papineau-Couture.

W. H. Goodenough Recalls

In acknowledging the receipt of a magazine that contained a description of the Balston mills in England where Whatman paper is made, W. H. Goodenough wrote from his fruit ranch at Hood River, Ore., to which he has now retired:

"Many, many thanks for the loan of the journal. Fifty-five years ago I came to this country after serving seven years' apprenticeship to the "art" of paper making at the Balston mills. One circumstance I remember about Richard Balston. We were supposed to touch our hats to the Governor (so-called). He had just come out of college. The apprentices had to go and bring the men beer in the forenoon and I was carrying it, my hands full, when I met Richard, and having my hands full did not tip my hat, so the super came to me and asked why. My answer was if he had held my beer I would have done so. They were good folks but folks here would not stand for their ways."

The Odor Question in Sulphate Pulp Manufacture*

By Professor Erik Haegglund

One of the disadvantages incident to the manufacture of sulphate or kraft pulp is the presence of disagreeable smelling gaseous substances in the mill and its surroundings. The growth of the sulphate pulp industry has been retarded materially, owing to the inability of the manufacturer to eliminate or to reduce these undesirable odors.

Organic Sulphur Compounds

Organic sulphur compounds, such as methyl sulphide, methyl disulphide, and mercaptans, are responsible for the odors around sulphate mills. These substances are formed during the digestion process by the saponification of the methoxyl groups in the lignin, and later are discharged into the air when the digester is relieved or blown. Larger quantities of these odorous substances are formed, however, during the heating of the black ash in the alkali regeneration process, Klason found 13 milligrams of a mercaptan in one cubic centimeter of the waste gases given off during the incineration. The mercaptans are the most odoriferous of the sulphur compounds, 1/46000000 milligram being detectable.

Various Methods Suggested

A large number of methods have been suggested to eliminate sulphate pulp mill odors, but one cannot say that a satisfactory solution of the problem has been made. A modern sulphate mill produces a smaller amount of odorous substances than a mill of older construction and utilizing older manufacturing methods. In the alkali recovery method of Sandberg-Sundblad, the carbon dioxide of the furnace gases is not allowed to come into direct contact with the black liquor and thereby free the mercaptan compounds. Furthermore, in modern mills the digester and diffuser gases are condensed, consequently only small amounts of mercaptans escape into the air.

According to the "high pressure evaporator" system of Schacht,[1] the waste liquors are evaporated to a very high density and then burned directly. By this system a marked reduction in the quantity of gases emitted is obtained. Schacht[2] states that the effect of the evil smelling compounds is influenced by the topographical layout of the mill and atmospheric conditions. Low barometric pressure, and hot and moist weather conditions make the odor more noticeable.

Intensity of Odor

The intensity of the odor also depends on the amount of sodium sulphide in the cooking liquor and on other conditions in the mill. In the manufacture of straw pulp by this process the odor is more pronounced than with the digestion of wood, although this statement is not in agreement with Klason. Another factor which has an important bearing on the production of odorous substances, is the manner in which the cooking process is carried out. The higher the temperature and pressure, and the larger the digester, the more readily will the mercaptans etc., be freed. Proper operation of the black liquor evaporators, using a high vacuum and large heating surfaces, decreases the quantity of these objectionable substances. By using the regeneration method of Schacht,[3] whereby the black ash from the rotary furnace is conducted continuously and automatically to the calcining and smelting furnace, the mercaptans and methyl sulphide are for the most part destroyed.

Procedure of Wislicenus

Other methods for eliminating sulphate pulp mill odors are (1) oxidation and (2) absorption. The procedure of Wislicenus, which involves oxidation, consists in mixing the furnace gases, and flue gases from the boilers with air, and passing the mixture up the stack which is provided with a dissipator arrangement. In this way some of the odorous substances are oxidized to odorless ones. Other less practicable oxidizing agents are oxygen, ozone, hydrogen peroxide, and nitrogen oxide. Frequently oxidation catalysts, such as roasted pyrites, are employed, but their activity is soon destroyed by the presence of cinders, dust, etc.

Water is the cheapest absorbing medium, but in this instance the mercaptans, etc., are only slightly soluble. If oxidizing agents are added to the liquid, however, the smelly substances are destroyed. By using fresh water, which contains dissolved oxygen, better results are obtained than when condensed water is used. The use of other absorbents, such as black liquor, alkali mud, etc., have not been practicable.

Schwalbe's Process

Schwalbe[4] has patented a process in which sawdust or wood chips are used as absorbing agents for mercaptans and similar compounds. The absorption is practically complete by this method. If the waste gases are mixed with a small quantity of chlorine gas, the effectiveness and the life of the wood absorbent is increased. The wood may be subsequently cooked for a digester. Wood refuse may also be employed as an absorbent and afterwards burned.

Hintikka[5] has shown, on the other hand, that in an absorption experiment with moistened pinewood shavings only a relatively small amount of mercaptan was absorbed.

In a method described by Klason,[6] the odorous gases are destroyed by passing them, after absorption in white liquor or, directly, after cooling them by contact with a copper wire screen, into the furnace and burning them. Not less than 99 per cent of the sulphur gases are burned by this method. Klason and Persson report that 200 grams of methyl sulphide were obtained in one cook and only a trace of methyl mercaptan.

Permanganates Not Economical

The use of permanganates and hypochlorites as oxidizing agents is not economical, since they are partly consumed by substances other than the odorous ones. According to Klason the amount of sulphur compounds produced by the alkali regeneration process is about double that given off during the digestion process. The Knichalik[7] process for the elimination of mill odors consists in conducting the gases through dilute black liquor or fresh liquor, or both. Thus, a washing tower is placed between the rotary furnace and the disk evaporator for this purpose.

The Nordström system[8] and the Schwalbe method[9] involve the passage of the odoriferous waste gases through wood chips which absorb the sulphur compounds.—J.L.P.

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* Pulp and Paper Magazine. A review of recent work on the elimination of sulphate pulp mill odors as given in Chapter 10 of the book, "Natronzellstoff" (Soda Pulp). Otto Elsner, Berlin. 20 mks.

[1] Kirchner, Das Papier, III, pages 228 and 241.
[2] Papierfabr. 20, Festheft 71 (1922).
[3] German patents 314,274 and 317,082.
[4] German patent 319,594; Zellstoff u. Papier, 1, 69 (1921), 2, 1 (1922).
[5] Teknillinen Aikakauslehti, 1922.
[6] Paper Trade J., 79, No. 2, page 30 (1924).
[7] German patent 405,612.
[8] Svensk Pappers Tidning, No. 17, page 340 (1921); see also Pulp and Paper, International No., page 143 (1925).
[9] Zellstoff u. Papier, 2, 175 (1922).

Pressure-Applying Device for Calenders

Ernest Mahler, of Neenah, Wis., has recently patented a device (U. S. pat. 1,587,784, June 8, 1926) to provide adequate and uniform pressure on calender rolls, to facilitate the adjustment and release of the pressure, eliminate the necessity for readjustment of the stack by turning the valve (40) to connect the pipe (39)

Fig. 1 is an end elevation and Fig. 2 a side elevation of a calender stack equipped with the device. Fig. 3 is an enlarged elevation of a portion of the pressure device. Figure 4 is a vertical section on the line (4-4) of Fig. 3. Fig. 5 is a top plan view of the portion of the mechanism shown in Fig. 3, Fig. 6 is a horizontal section on the line (6-6) of Fig. 3.

The stack (10) comprises the usual rolls (11) and end frames (12), and the bearings (13) of the rolls (11) are vertically slidable in the frames (12). The weight of these rolls being generally insufficient to produce the proper glaze on the paper, additional pressure must be applied. For this purpose a lever (14) is pivotally mounted at (15) on each of the end frames (12), and a pull rod (16) is connected to the free outer end of this lever. Vertically movable plungers (17) act between the under faces of these levers and the corresponding bearings.

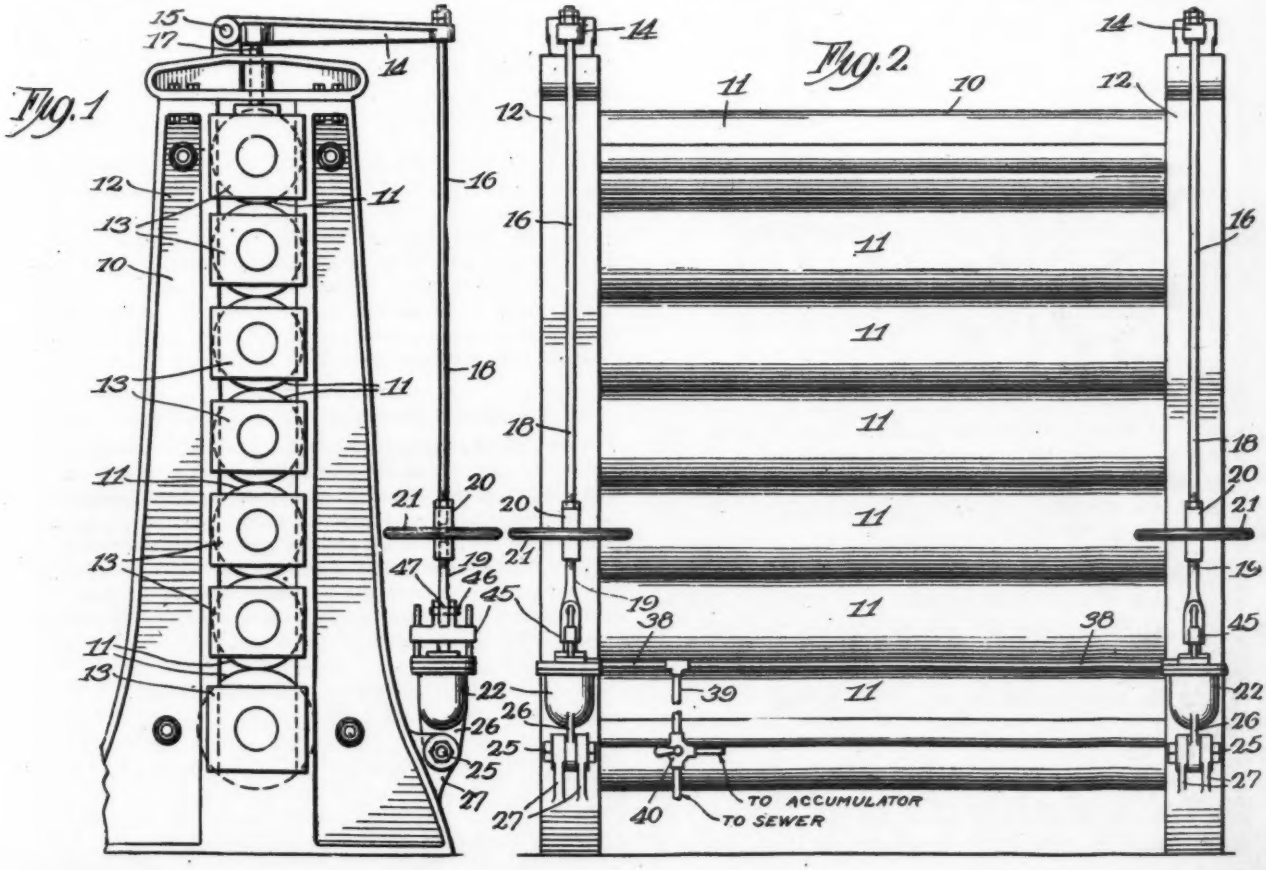
The rod (16) comprises two sections, (18 and 19), connected by a turn buckle 20 to permit the length of the rod to be adjusted. This turn buckle is provided with a hand wheel (21) to facilitate its operation The lower extremity of the section (19) is pivotally connected to the hydraulic pressure device (22)

The latter includes a cylinder (24), the bottom end of which is pivotally connected to the end frame (12), so as to permit a limited swinging movement, the pivotal connection comprising a pin (25) which passes through a lug (26) on the bottom of the cylinder and similar lugs (27) on the end frame (12.) The head (28) is bolted to the cylinder (24).

A piston (31) operates within the cylinder (24) and a piston rod (32) is attached to this piston. The downward travel of the piston within the cylinder is limited by a stop (33) which consists of cross ribs (34) disposed at right angles and integral with the cylinder. Stuffing box (36) is mounted in the cylinder head Fluid under pressure is admitted to the cylinder through a port (37), which also acts as exhaust. Pipe (38) connects the ports of the hydraulic devices at opposite ends of the stack and pipe (39) communicates with pipe (38). A three-way valve(40) is provided to permit pipe (39) to be connected either with an accumulator, or with a discharge, as required.

The lower section (19) of pull rod (16) is connected to cross-head (45) by pin (46) which passes through an eye (47) on the rod and eyes (48), (48) on the cross-head. The latter is secured to the upper extremity of the piston rod (32), and is slidable on spaced vertical parallel guide posts (49), (49) fixed in the cylinder head (28). Thus, the lower rod section 19 is prevented from turning when the hand wheel (21) is rotated.

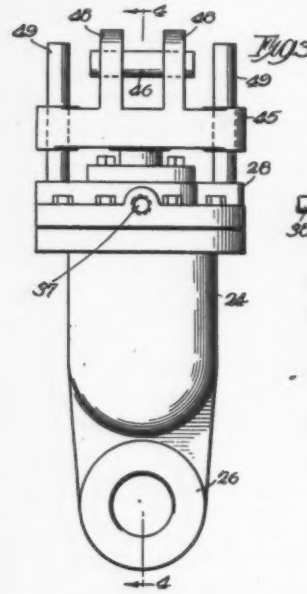
In the operation of the device, pressure is applied to the rolls of the stack by turning the valve (40) to connect the pipe (39) with the accumulator. This admits pressure fluid to the cylinder above the piston and forces it down against its stop, and results in a downward pull on the rods (16) depending in amount upon the adjustment of the hand wheel. The pressure actually ex-

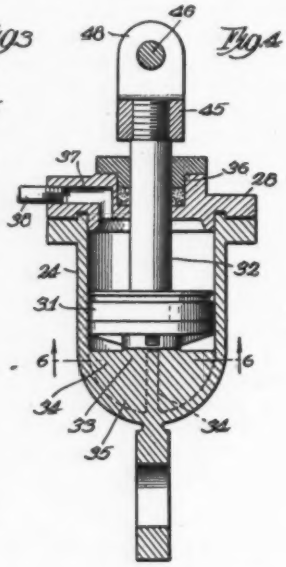


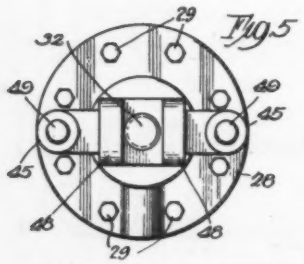
erted on the rolls of the stock is the pull on the rods (16) as multiplied by the levers (14).

The pressure of the fluid in the accumulator is always more than sufficient to force the piston against its end stop under all ordinary conditions of working. Therefore, assuming that such pressure is always maintained in the accumulator, the adjustment of the pressure on the rolls to suit varying conditions of operation will always be effected by means of the turn buckle (20).

When it is desired to relieve the pressure applied to the stack through the pull rods, the valve (40) is turned into the position where the cylinder is connected with the waste pipe instead of with the accumulator. Thus there will be nothing holding the piston against its end stop and the levers (14) will be free to rise. This permits the paper to be inserted between the rolls, which would not be possible if the pressure were applied. It will be observed that there is no necessity to adjust or re-adjust the hand wheels when starting the run or effecting a paper change or repair, since the cylinder and its piston, in this respect, function merely as a quickly detachable connection between the end of pull rod (19) and frame lugs (27).







In addition to the advantage that the necessity of adjusting the hand wheels after they have once been set to the proper pressure for the class of paper being operated on, is eliminated, the improved hydraulic arrangement has another very important advantage. As has been stated, the pressure of the cylinder under normal operating conditions is at all times more than efficient to force the piston against its stop. Such pressure, however, is limited, or the piston area is limited, to provide a roll pressure which is insufficient to cause breakage of the roll journals or other parts of the stack. Hence the hydraulic cylinder and piston operate at all times as a safety device, and if the paper instead of passing through the rolls as it should, happens to start wrapping around one of the rolls, the rise in pressure due to the increasing diameter of the paper-covered roll would be arrested as soon as a certain amount had been exceeded. Thereafter, the increase in diameter of the roll would merely cause the pistons to rise in the cylinders and force the hydraulic fluid back into the accumulator. —A. P. C.

TECHNICAL SECTION, PAGE 232

Columbia River Paper Co. Directors Meet

PORTLAND, Ore., December 3, 1926.—F. W. Leadbetter, president of the Columbia River Pulp and Paper Company, which was recently incorporated under the laws of Delaware, presided at a meeting of the board of directors of the new company held in Salem, Oregon, November 27. The discussion was centered around the proposal to take over the stock of the Columbia River Pulp and Paper Company of Vancouver, the Oregon Pulp and Paper Company of Salem, and the California Pulp and Paper Company of Los Angeles, in all of which Mr. Leadbetter holds a controlling interest.

It is announced that under this arrangement the stock of the three companies would be absorbed by the new incorporated company and that eventually the physical properties of the three plants would be appropriated by the Columbia River Paper Company.

The new corporation has 120,000 shares including first preferred, second preferred and common stock, of no par value.

W. B. Dubois of Vancouver, Wash., is vice-president of the new company; other officers are Hamilton F. Corbett of Portland, treasurer, A. S. Fleming, secretary, and N. D. Simon, attorney.

Besides the officers named the board of directors includes Louis J. Leadbetter, Carl Beyerly, B. L. Stevens, Pittock Leadbetter and J. J. Donovan.

Kalbfleisch Corp. Has Sales Conference

On Monday, November 29, the Kalbfleisch Corporation held its annual sales conference. The conference was held in the offices of the company and started at ten o'clock in the morning. The morning session was devoted to the Heavy Chemicals Division, and the afternoon session to the Paper Chemicals Division. All of the sales representatives of the corporation were present at the meetings.

The discussions of the day were followed by a banquet at the Prince George Hotel at 6:30 p.m. At this banquet were present about forty members of the sales organization of the Kalbfleisch Corporation. The toastmaster was P. M. Dinkins, and speeches were made by officers of the corporation: president of the corporation, H. L. Derby; first vice president, A. B. Savage; vice president in charge of production, J. F. Fredrikson; secretary, A. C. Bate; Western representative, L. R. Verdon, and many others connected with the sales organization of the corporation.

Chief Engineer Injured at Collar City Paper Plant

COHOES, N. Y., December 6, 1926.—Edward Cummings, chief engineer at the plant of the Collar City Paper Company on the East Side, is in the Cohoes Hospital suffering from burns about the head and face suffered in an accident at the plant. Mr. Cummings at the time of the accident was manipulating the levers on one of the large boilers when in some unaccountable way live steam from one of the valves struck him in the face. He was given first aid at the plant and later was removed to the local hospital. The injuries while painful are not of a serious nature.

John Clayton Goes To Australia

WASHINGTON, D. C., December 6, 1926.—John Clayton has resigned from the advertising managership of the District of Columbia Paper Manufacturing Company, Washington, D. C. On December 15 he will sail from Vancouver for Sydney, Australia, to become associated with his brother in Printers Ltd., as head of the department of printed salesmanship.

Current Paper Trade Literature

Abstracts of Articles and Notes of Papermaking Inventions Compiled by the Committee on Abstracts of Literature of the Technical Association of the Paper Making Industry

Clarence J. West, Chairman

Waste Sulphite Liquors

Bactericidal and Fungicidal Compound from Sulphite Waste Liquor. E. Schulmberger. U. S. pat. 1,585,792, May 25, 1926—1,000 k of concentrated sulphite waste liquor are diluted with 500 l. of water and treated with chlorine. The separated yellowish red mass is filtered off and dried. It contains 25 to 28% of available chlorine, is soluble in water and possesses strong bactericidal and fungicidal properties of the disinfectant are improved by a subsequent treatment with an oxidizing agent such as potassium chlorate and hydrochloric acid.—A.P.-C.

Soda Pulp Investigations. I. Yield and Quality of Pulp as Affected by Length of Chip. D. E. Cable, R. H. McKee and R. H. Simmons, Paper Trade J. 83, No. 14, 47-49 (Sept. 30, 1926).—With chips varying in length with the grain from 0.5 to 1.25 in., no appreciable differences in yield, bleach consumption or loss on bleaching could be detected for the species aspen, white birch, white maple and silver maple. The above conclusions appear to hold regardless of whether the total duration of a cook is that commonly used in mill practice or only slightly longer than the minimum time possible for achieving full pulping action on the chips. The average yields of soda pulp under standard conditions for aspen, white birch and white maple are 48.2, 46.4 and 45.0%, respectively, equivalent to 1,176, 1,895 and 2,051 lb. per cord, respectively, showing that these hardwoods give 55 to 75% higher yields than aspen on a cord basis. Silver maple cooked 4.5 hours appears to give practically the same yield as when cooked 6 hours. Yields in either case are approximately the same on a percentage basis as yields of soda pulp from white maple which has been cooked 6.5 to 7 hr. The bleach (calculated to 35% available chlorine) requirement and loss on bleaching for the pulps studied averaged: aspen 8.3%, 1.5%; white birch 12.9%, 2.3%; white maple 13%, 5%, 2.6%; silver maple 13.3%, 2.2, respectively.—A.P.-C.

Process of Making Paper Pulp. A. Tingle. Can. pat. 253,459.—Fibrous material is digested with milk of lime containing sulphur, then the lime is removed by suitable treatment and the product ground (disintegrated).—A.P.-C.

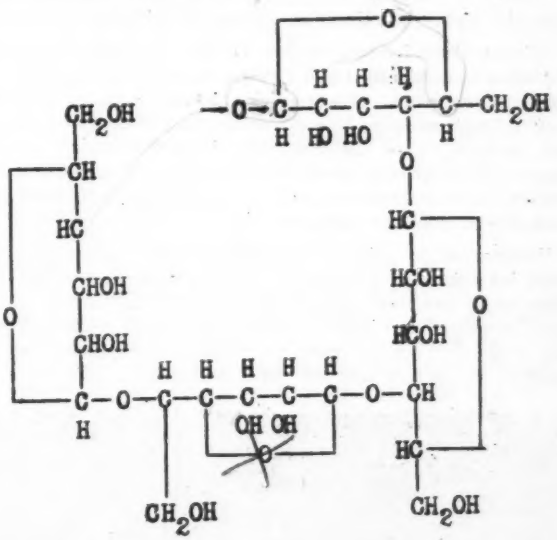
Fibrous Pulp from Rice Hulls. J. F. Puttaert and H. F. J. Puttaert. U. S. pat. 1,588,335, June 8, 1926.—A mass of rice hulls covered with water in a treating vessel is treated with about 25% its weight of a 5% caustic soda solution, boiled under 20 to 80 lb. per sq. in. for 6 to 8 hrs. to extract and settle the silicates, and

Alkaline Processes

Preparing Fibrous Substances for Spinning or For Paper Making.. P. Koppel. U. S. pat. 1,582,053, April 27, 1926.—Raw vegetable substances such as rye straw, flax tow or flax straw are boiled with a suspension of magnesia in water or similar suspension of a suitable, non-alkaline material of "indifferent" character, and the fibrous material is then dried and ground or combed out.—A.P.-C.

Process of Making Pulp. R. A. Marr. Can pat. 260,719, May 11, 1926.—The process consists essentially in boiling the wood in a 1 to 4% (preferably about 1.6%) solution of a soluble nitrate, preferably sodium nitrate, for 1 to 3 hours under a pressure of 80 to 120 lb. per sq. in., removing the wood from the cooking liquor, soaking for some time in cold water, running through pressure rolls or other machine to crush it, and finally beating with the beater roll raised appreciably above the bedplate. By cooking in this manner the cementitious material binding the fibers together (not the lignin of the lignocellulosic fibers) is converted into a readily friable condition, so that the material can be readily crushed between heavy rolls or in an edge runner. The cementitious material can be left in the pulp, or recovered by providing the beater with a washing drum and then allowing it to settle out of the wash water. The digesting liquor may be used repeatedly, making up small losses by additions of chemical. Yields of over 95% of unwashed pulp are obtained.—A.P.-C.

Suggested Constitutional Formula for Cellulose. H. LeB. Gray. Ind. Eng. Chem. 18, 811 (Aug. 1926). Taking the empirical formula of cellulose as $((C_6H_{10}O_5)x)y$, where x represents the simple molecule and y the aggregate of these molecules held together by polymerization, association, or by other means unknown at present, Herzog has shown by means of X-ray analysis that x must be 1, 2 or 4, and chemical evidence as shown by viscose and cellulose xanthoanilide indicates that one hydroxyl per C_{24} is different from the other 11 hydroxyls. To bring the constitutional formula of cellulose into accord with the foregoing evidence the following formula is proposed, and is shown to agree with known chemical properties of cellulose:



the pulp is then removed, washed and defibered.—A.P.-C.

Process of Producing Pulp. R. A. Marr. Can. pat. 260,720, May 11, 1926.—Pulping is carried out essentially as in the preceding patent, but the cooking agent is a 2 to 5% (preferably 3.5%) solution of common salt or of sea salt, which is much better than purified sodium chloride. The process is suitable for the treatment of both soft and hard woods, banana stalks, sedges, swamp grass, bear grass, salt marsh grasses, cocoanut husks, straw, etc.—A.P.-C.

Pulp Products. R. A. Marr. Can. pat. 260,721, May 11, 1926.—This patent covers the product obtained by cooking vegetable products (woods, grasses, straw, etc.) with 1 to 5% solutions of neutral salts (sulphates, chlorides or nitrates of sodium, potassium, magnesium, calcium, etc.) for 1 to 3 hours under a pressure of 80 to 120 lbs. per sq. in., followed by suitable mechanical treatment consisting preferably in soaking in water, crushing between rolls or in a shredder or an edge runner, and finally beating in a beating engine with roll raised appreciably above the bedplate. This renders the intercellular cementitious material friable, so that it readily passes in suspension (but not in solution) in water in the course of the beating; and it may be either left in the pulp or

partially or wholly removed by washing during beating. Paper obtained when the cementitious material is left in the pulp is at least as strong as first quality kraft paper, and the strength can be increased by partially or wholly removing the cementitious material and can also be increased by sizing.—A.P.-C.

Process of Making Pulp. R. A. Marr. Can. pat. 260,722, May 11, 1926.—Wood (both soft and hard), grasses, straw, etc., are cooked for 1.5 to 3 hr. under a pressure of 80 to 150 lb. per sq. in. with a 1.5 to 2% solution of a metal with atomic weight from 52 to 65.4, preferably copper or iron, either singly or in admixture, soaked in water, put through heavy rolls, or a shredder or a kollergang, and then beaten in an ordinary beater, with or without the use of a washing drum. When pulping wood, it may be divided into pieces about 10 to 40 times the size of standard chips for making chemical pulp. The cooking liquor may be used over many times, fortifying to make up for any slight loss in chemical. Cooking woods containing tannin with an iron sulphate solution gives a black pulp which can be used directly for the manufacture of black paper.—A.P.-C.

Pulp and Fiber Product and Process of Making Same. R. A. Marr assignor to Ramar Syndicate, Inc. Can. pat. 260,723, May 11, 1926.—Cooking of wood, grasses, etc., is carried out with an alkali-metal (including magnesium) sulphate, either alone or in admixture with other metal sulphates. The subsequent treatment consists in soaking in water, crushing between rolls or in a shredder or kollergang, and beating in an ordinary beater. Use of sodium sulphate alone gives a lighter colered pulp than when it is used in admixture with other sulphates or when other sulphates are used alone. The wood can be cooked either barked or unbarked. Cooking of unbarked wood should be carried out at not over 100 lb. pressure and 337°F., and preferably at not over 320°F. and 85 lb. With grasses, best results are obtained with a presusre of not over 35 lb. and temperature not above 280°F.—A.P.-C.

(wood, grasses, etc.) is cooked with a 1.2 to 4% solution of kainit, Syndicate, Inc. Can. pat. 260,724, May 11, 1926.—The material (wood, grasses, etc.) is cooked with a 1.2 to 4% solution of kanit, with or without addition of other sulphates, for 1 hr. at a pressure of 100 lb. per sq. in. The liquor can be used repeatedly, making up any losses by small additions of chemicals; and when it has become too charged with dissolved wood substance to be of further use, it can be evaporated to dryness and used as a fertilizer. —A.P.-C.

Table Roll Bearings *

There has frequently been objections to ball or roller bearings for table rolls, particularly on shaking Fourdriniers.

When a shake is used, ball bearings on table rolls are usually subjected to considerable end thrust and pounding, which is extremely detrimental. When removing the table rolls for changing a wire, ball bearings and their housings must remain on the table roll journals. Upon replacing them in their working position they will bind, causing considerable loss of time, unless they are replaced with the greatest care in their sockets on both front and back side at the same time.

Furthermore, in spite of the greatest care used in properly designing these ball bearings up to the present time, water was liable to get into them, particularly after they had been in operation for some time. This, of course, made them useless. Then, too, if the felt washers were not replaced when slightly worn, water would find its way into them, thus ruining them.

Experimental Outfit Table Roll Bearings.

All of these objections have been eliminated by table roll bearings designed on an entirely new principle.

Each table roll journal carries a narrow wheel of approximately the same diameter as the table roll, accurately ground and secured to the tapered and threaded journal by means of a nut, to insure true and accurate mounting. These wheels ride on roller bearings mounted in a brass case in such a manner that each table roll wheel contacts with two roller bearings. The end thrust is taken care of by means of end-adjusting screws as shown in the illustration (Fig. 1). It will be seen that the roller bearings are not subjected to any undue strain and will always work freely.

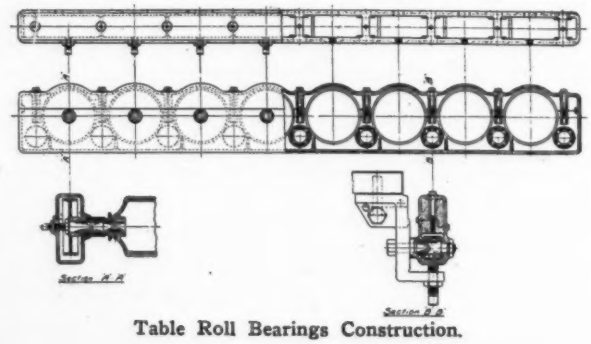


Table Roll Bearings Construction.

By merely removing a nut and slipping out the hardened and ground pin, which acts as inner sleeve for the roller bearing, the roller race can be quickly replaced. The outer sleeve of the roller bearing acts as a roller on which the table roll wheel rotates. When changing wires the top of the split, oil-tight case containing the rollers is removed and each roll can then be easily lifted out.

It will be seen that the roller bearings can be run submerged in oil and it will not be necessary to supply fresh oil very frequently. If the old oil is drained out and fresh oil supplied every time a wire has to be changed, it will be ample.

This construction further prevents any table rolls from standing still, as even rolls not in contact with the wire will turn, being set in motion by one of the roller bearings driven by the adjacent rolls.

The advantages of these new table roll bearings, which are an exclusive Black-Clawson patent, are:

No table rolls can stand still.
No oiling required except at the time of changing wires.
No water can possibly get into the bearings.
Table rolls always in exact alignment.
Better formation, increased life of wires.

* From *B.-C. Messenger* Black-Clawson Co., Hamilton, O.

Section of the

COST ASSOCIATION OF THE PAPER INDUSTRY

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THE AMERICAN PAPER AND PULP ASSOCIATION

Conducted by THOS. J. BURKE, C.A., Sec-Treas

Management Problems in the Small Plant*

By Henry P. Wherry, Vice President and General Manager, Rosendale Reddaway Belting & Hose Co.

The important questions which the sales manager in the small plant has to answer regarding his competition with other companies, cover a wide range. Will he have somewhat of a monopoly either of the entire field or of certain customers in the field? Will such good relations be established between his company and its customers that competitors will have a very difficult time to overcome this advantage? Is the field so attractive and does it promise such large profits that new competitors will be tempted to invade it? Has he any large and powerful rivals whom he must face? Are these competitors open and above board in their methods, or will they use questionable means to rob him of his customers? Upon the answer to these questions as well as upon the correct solution of the multitude of details coming under the divisions of his work previously discussed, will hinge not only the relative success of his career as a live sales manager, but, above all other factors, the success of the company, as well.

The second vitally important responsibility of the sales department is the development of a live and productive sales organization. Advertising and direct mail circulars will bring in a percentage of inquiries and result in orders if the product is one which can be well represented to prospective customers in this manner and the right kind of appeals are worked out. But very few companies can get along without a wideawake sales force. Salesmen serve first of all to win the good will of customers, without which the plant is at a decided loss, and then actually to make sales upon which the continuance of the business depends.

Most small plants cannot afford to have mere order-takers on their sales force, especially where sales are made directly to industrial customers instead of to wholesalers or jobbers. Sales resistance is always met with and in most cases is strong, even in fields which are not highly competitive. The question of first cost of the articles sold usually gives the salesman little trouble if he can definitely prove an ultimate financial advantage in the use of his product. But good business judgment requires that purchasers should always weight economic factors very carefully to find out whether what they buy is necessary for the operation of their plants, whether it will return a margin on the investment, whether it is the best article for the purpose, and whether the price is reasonable. Consequently, salesmen have no small task on their hands to win and hold customers.

To be successful a salesman above all must have an agreeable personality. He must then be a man capable of holding his own in the field and selling against competition. He must have a good all-round knowledge of the product he is handling in order to be able to answer all questions put to him, overcome all objections, and carry conviction which leads to closing of contracts. Technical information and manual skill are always subordinate factors in the selection of salesmen. Knowledge and ability of these types are valuable as accessories in overcoming sales resistance, but the man who is preeminently an experienced and well-informed technician, and only secondary possesses sales ability, will not generally become a good producer in the field.

When the small plant has decided just what coverage of the field can be made with the funds at the disposal of the sales department, and has secured the services of the number of salesmen it can afford, selected according to the above general principles and from men having as much experience as possible in selling the company's product or similar lines, it then has the task of training these men for their work.

The sales executive is responsible for selecting and training his men. This work he must do while at the same time carrying on his marketing studies. Although he may have a couple of very good salesmen on his force, he will probably be called upon to handle some big contracts himself. Thus, while he is nominally an executive and should have most of his time free for administrating the work of his department, he is compelled to take care of many of the details of this work as well. Consequently he finds his time so taken up that he cannot give undivided attention to each problem in turn as it arises. As a result, many details go by the boards.

Developing Sales Control

The third task before the sales manager is, therefore, developing a system of sales control to such an extent as he is able under the circumstances, so that at least a few of his problems will be taken care of automatically.

In bringing about such control the sales manager needs assistance from the men in charge of other departments. The purchasing agent is the man with whom the first relationship should be established. Raw material correctly purchased not only forms the basis for manufacturing but also represents the accomplishment of perhaps half the sales effort. Quality of product depends to a great extent on quality of raw materials, while the ability to set a competitive sales price is largely based on the obtaining of these materials in the right quantities and at the right times and places to get favorable purchase quotations. Without such advantages the best sales energy usually is wasted.

The large company collects and analyzes statistics on raw materials markets. Experts in purchasing are placed in charge of the work and have at their disposal every means to determine what, when, where and how much to buy to get the lowest quotation

* From Manufacturing Industries.

on acceptable materials. Quantity purchases mean price concessions. Moreover, large companies frequently have interlocking directorates and reciprocity arrangements, and thereby are enabled to negotiate purchases under the most favorable circumstances. The small company has to work alone, without facilities to analyze the market situation, and lacking the ability to obtain the price and delivery concessions which come with quantity purchases. Since these conditions affect the sales department more than any other division of the business, the closest co-ordination is necessary between the sales manager and the purchasing agent if a fair profit margin is to be maintained.

Co-operation With Manufacturing Departments

The sales manager also finds sales control made easier by co-ordinating his work as closely as possible with that of the production departments. In marketing the product and in handling his sales organization he is greatly assisted if the factory can assure him uniformly high quality in the articles turned out. If by mutual efforts the two departments can manage to study out improvements in the product and in the manner of making it so that production costs are reduced, the sales manager has a better chance to work out selling prices that will bring in orders. If he can be certain that the factory is able to control production, so that goods will be ready when wanted and promised, his salesmen may often be able to close contracts because of quick shipments. Where inventories of finished goods can be agreed upon and balanced so that while it is always possible to fill orders promptly yet the stocks carried are not so large as to cause a financial burden, another one of his problems will be well under control. If he can furnish service to customers, where the nature of the company's product is such as to demand this service, he has a means of keeping customers satisfied.

Cancelled contracts, returned goods, and articles sent back when found imperfect by the customer, offer special difficulties to the small plant. Where large concerns can afford to make concessions and take considerable losses which, in the long run, will be made up because of the good will engendered, the small organization will often face a serious financial problem in such cases.

Guiding the Work of Salesmen

Relations with salesmen of the company are not completely settled when the sales organization has been built up. The work of the salesmen must be continually checked. Where the large company finds a statistical organization necessary and profitable for such work, the small company must delegate this task to the sales manager. Lacking the time and the clerical help to compile any but general records of sales activities, the sales manager must use his judgment in each case. He has the advantage of close personal contact with his men and may be able to discover their difficulties quickly if he has the time to sit down and talk with them. But lack of this time because of pressure of other work may often result in the loss of a potentially good man who would produce results if given adequate training.

If the small plant has a rapid turnover of salesmen it is in a very bad way. No extra men are available to throw into the field and keep sales up to par. It may take a long while to secure and train men as good as those who have left. Perhaps the plant cannot afford compensation adequate enough to attract the type of men they most need. Bonus plans and other incentives offered to men who are starting out may unexpectedly result in commissions which are way out of balance with what the company can really afford to pay. If an attempt is made to alter them, trouble is almost certain to arise, and the salesmen will probably leave. Just what method of compensation to adopt and just how much the earnings of salesmen should be, in justice to both sides, are problems which each plant has to solve practically for itself, and the small plant can very quickly get into serious difficulties by making the wrong move in these directions.

The most unfortunate part of the loss of salesmen lies in the fact that many times they take their customers with them. The greater the personality of the men and their consequent value to the company, the greater will be the danger that customers will continue to buy from them if they join a rival company, or go into business for themselves. The large company can throw a strong man into the field where they have lost a good salesman, and thus hold the customers, who, moreover, are inclined in such cases to favor the company rather than the salesman who has left. Before a small company can cover the field and, through its good will, counteract the tendency of the customer to continue buying of the previous salesman who is now a competitor, the customer may be lost. The customer must either be won back or replaced by a similar purchaser. If he is a large buyer the problem is acute and may cause a small crisis in the affairs of all branches of the company.

There can be no question of the value of statistics and charts in the sales department to show sales trends, sales costs, the work of and profit on individual salesmen, marketing conditions and possibilities, and other factors for which the sales manager is responsible. But the sales manager is not the man to do this work, and he can seldom afford to have a man in his department to do it for him.

The work of a statistician, coupled with the matured judgment and experience of the sales manager, should form the basis for the latter's fourth major responsibility, that of sales development. The large company keeps abreast of the times as a matter of course. Probably a research department is engaged in improving products and developing new lines. A market analysis division is searching everywhere to increase the outlet. Sales research is bringing in valuable information regarding current and future problems, and the operations of competitors. Money and personnel are available to conduct this work in a thoroughly effective manner. If the plant does not wish to carry the overhead of a research force it can call upon outside organizations when the need arises to do the work.

Limits to Research

The small company is very limited in regard to research possibilities. While many chemical plants employ research men as a matter of course, other lines of industry are not so directly called upon at all times to do so, and are tempted either to neglect the work or spend the money for activities in which there is seemingly a more direct return. Of course, the outside research organization can be called upon in times of emergency. The task may be so comparatively trivial, however, compared to the jobs being handled by one of the larger outside research organizations that it will not justify the time and trouble on their part of following the investigation clear through to fundamentals and working out a really definite, comprehensive and accurate report of findings and sound recommendations. If some thoroughly experienced and deeply interested individual or small group can be found to take up the investigation, very good results may be secured. Often the problem is so intimately tied up with the working of the plant itself, however, that an outsider may not be able to handle it effectively.

Handling the Problem in the Small Plant

The small plant, therefore, is often forced to go it alone. Such information as the executives, and particularly the sales manager, can gather from trade journals, from other industrial executives, and from competing organizations, must be quickly analyzed and applied to guide the policies of sales developments.

It is a safe poilcy to diversify the lines of product so that the eggs will not all be in one basket. Then if outlets in one field suddenly slump, or if some large purchaser of a certain line changes over to another concern, other lines of product will carry the company along until plans can be made either to restore activity in the line which has gone bad, or else to substitute for it another product which has good promises of sales possibilities.

In either case the production departments are at once directly affected. It may not be possible for them to handle diversified

lines or take on new products with their present equipment. The advisability of making an investment in new equipment must be weighed. The sales department must calculate the approximate costs of restoring activity in the line which has slumped, and of putting a substitute on the market. It does not take long for expenses to run far up into thousands of dollars when attempting to introduce a new product and develop a profitable demand for it.

Developing New Uses for Products

Research to develop new uses for present products, as well as to develop new products, must frequently be undertaken if the company is to grow, even where business in practically all the lines remains good. Competitors are certain at some time or other to take on such work, and if they get a head start the small plant, especially, has a hard if not impossible task to overcome the lead they secure.

Advantages possessed by competitors, especially large companies, must be fully understood by the sales manager. It is practically useless for the small company to attack a competitor who is strongly entrenched behind certain exceptionally favorable conditions. The most successful sales methods consist in making the most of the superior advantages which the small company itself has, and thereby developing talking points for successful sales arguments.

The sales manager cannot afford to believe all that his own salesmen tell him, however honest their convictions may be. To each salesman the difficulties he has to face and the advantages his competitor's salesman possesses, usually appear far different from what is really the truth. The chief complaint from salesmen is that of price. Each claims that if he only had price advantage he could turn in large volumes of sales which is of course, true. The sales manager is often unable to give him this favorable price to offer to customers and at the same time make money for the company. Hence the competitor must be met in most cases by an adequate presentation of reasons demonstrated to the customer as to why he will ultimately profit more by buying the company's product rather than that of its rivals.

Activities of Manufacturing Departments

Production in the small plant is subject to fewer limitations than sales activities. With established lines that are selling well, the problems of manufacturing usually are substantially under control. If the factory keeps in close touch with the sales department so that production schedules follow closely the demand of the market, plant operations run a fairly smooth course. With the development of new lines, of course, fresh problems crop up and must be solved.

The activities of the manufacturing departments in a small plant can be classed under a half dozen heads; Equipment, methods, organization, execution, control, and development.

The first requirement of manufacturing equipment is that it must be well adapted to the work and able to handle the desired production. In many small plants standard machinery has been installed and serves the purpose well. The main problem offered in this field, is to make sure that the equipment in use is not becoming obsolete. After a certain number of years, machines which were the last word in development at the time they were purchased, may have become back numbers because of subsequent improvements adopted by their manufacturers. Then the question arises as to whether the small plant can afford to sell or scrap the original machines and buy new ones incorporating devices which increase production and lower costs. While the desirability of this step may be evident, the new equipment may involve replacement of so many machines and investment of so much additional capital that the financial situation will not permit the step to be taken.

The next question is whether or not improvements can be made on the present equipment. If the superintendents or foremen are of an inventive turn of mind, or if the plant has a mechanical or electrical engineer capable of designing improved equipment, perhaps changes of a profitable nature can be made. Occasionally it may be possible to engage the services of some outside specialist, who can introduce improvements which return more than their cost. But unless the betterments hold very good promise or unless the plant has the funds to do considerable experimenting such work rarely pays very well in the small factory.

Where special equipment is on the market for certain lines of industry and can be used to replace machines of a more standard nature already in use, the changeover, in many cases, can be profitably made if the probable results are completely and carefully analyzed beforehand. Machines which cut down the number of operations by combinations of processes, or which are largely, if not altogether, automatic and can be run by an operator instead of a skilled workman, usually justify the investment they involve. In such cases the problem resolves itself into a determination as to whether the small plant can spare enough funds to buy the new machine and tide over the period which must elapse before a considerable portion of the cost has been returned.

In many cases it is not necessary to improve all the equipment throughout the entire plant. Replacements made in those departments where the greatest saving can be accomplished, of course, come first. When these replacements have been made the small plant will probably find that it has gone the limit so far as an investment in new equipment is concerned. Further improvement may be scarcely worth while, anyway, because the probable savings on other lines of work may be comparatively small, either because of the infrequency of such work, or its relative insignificance as compared with major manufacturing operations.

Changes in Plant Layout

A most fertile field of investigation, and one which involves the least expense, is that of plant layout. The small plant may conduct all of its operations in one building, or may occupy several small buildings on a plot of ground. Extensive alterations to construction are probably as prohibitive as extensive purchases of new machinery. But the machines in any one department may be rearranged with decided advantage, or while departments may be transferred to line them up more nearly with a plan of straight-line production. The history of many manufacturing plants in a wide variety of industries shows case after case where large savings have been brought about by studies and changes in plant layout.

The advantage of a new plant layout study lies in the fact, that its benefits for the most part can be analyzed on paper beforehand. The investment is usually small, consisting largely of labor costs plus a small expenditure for alterations to shafting and machine drives; the change often introduces simple, inexpensive material handling devices that save much time and labor, and the work of relocating equipment can be carried on as convenient, with the least disruption of manufacturing operations. An occasional study seldom fails to yield good results.

(*To be continued*)

Now Green Bay Barker and Machine Tool Works

The proper name for the Green Bay Barker Company is now Green Bay Barker, Machine and Tool Works. This change of name was authorized at a meeting of the stockholders on September 16, 1926, and notice is now being published of the change of name.

The company changed its name because for some time past it has felt that Green Bay Barker Company was too limited and that people who had never done busines with it might think that all it manufactured was the Green Bay Barker, while as a matter of fact it manufactures machinery. The Green Bay Barker, Barker-International Screen, International Grinders, and Quick Opening Stock Valves are the leading items of manufacture, although it is equipped to do any kind of machinery work and in this connection the company does an extensive business.

The Appraisal of Goodwill

By Robert H. Montgomery

Goodwill value differs from that of any other asset in that it is supposedly permanent or increasing in value. No provision for the depreciation of goodwill is made, yet it is often overvalued. Goodwill often may not be sold to another for the value which the owner places upon it. If estimates have been based upon fallacious theories, trouble may result in the future. Companies of good standing whose future seems assured but whose cash dividends are not expected to be above established limits, sell, not upon the basis of earnings in good years but upon average cash dividends over a period of years. Many persons are apt to capitalize the earnings of their concerns at the end of the most prosperous years.

A safe way to appraise the value of goodwill is for a term including several years of poor business. The real worth of a business should be measured by results, over the full business cycle, represented by depression, revival, prosperity and crises.

Before appraising the goodwill in a merchandising business two equally important factors should be considered: skill in buying, which can be accurately verified by a study of the past, and changes in the price level, which are largely a matter of chance but which are often successfully prognosticated in some establishments. Excluding any value which can not readily be transferred, there is still an intangible asset which constitutes property. When the term is thus limited its application is confined to the goodwill of a business. The major element is transferability. When goodwill is valued on the basis of past earnings it must be certain that all and not only a part of the earning factors are transferable. The following are important factors to be considered:

1—Length of time business has been established, and its sales and earning record for a long period of years.

2—Location, adequacy and attractiveness of premises and status of leases when property is not owned.

3—Likelihood, or the reverse, of increased competition.

4—Management and staff, their personality and ability, how long they have been with the business and whether or not they will continue.

5—Reputation for carrying merchandise of a character to appeal to the buying public.

An unfavorable verdict regarding any of these factors affects the property right and the resulting value. If the verdict is unfavorable regarding several of them, consideration should be given to the cost of starting an entirely new business compared with the cost of purchasing the old. In the absence of monopoly resulting from patents, trademarks or franchise, the possibility of new competition must be recognized.

Many goodwill valuations have been made at a time when an entire industry was prosperous. At such times the capitalization of earnings as the controlling factor in appraising the value of goodwill is wholly fallacious. Generalizations regarding the relation of the goodwill of one concern to that of others are reliable only at a period immediately after years of depression.

Some mistakes in valuations of goodwill arise from overemphasis attached to personnel, including the owner. True goodwill demands a continuance of personal relations en masse, not necessarily individual relations. One can be transferred, the other can not.

Goodwill arising from intelligent and skillful advertising is a good asset if all the cost has been written off. Goodwill arising from advertising, however, requires continuous advertising of equal or better quality to keep it alive.

The net earnings used as a base for capitalization in determining goodwill value must, of course, be net of all costs, expenses, depreciation, taxes and reasonable management salaries.

Goodwill value can not be appraised until after net earnings for a period of years have been determined. In the calculation of excess earning power which is to be capitalized, allowance must first be made for an adequate rate of return on the net investment in all assets other than goodwill. If patents or any intangibles other than goodwill are owned allowances must be made for an adequate return therefrom. If the average earnings covered a representative period of years, and the future prospects are as favorable or more so that the past, the final step in the appraisal of goodwill has been reached. In an appraisal of goodwill the future must be regarded as well as the past.

I recommend that owners or executives check up the money value of the goodwill of their businesses at least once each year, considering all the factors mentioned in the article.

* From Bulletin of American Institute of Accountants.

B. M. Hoblick to be Manager of Coarse Paper

[FROM OUR REGULAR CORRESPONDENT]

SAN FRANCISCO, Cal., December 9, 1926.—The announcement of B. M. Hoblick's appointment as manager of coarse paper, has just been made by Blake Moffitt & Towne, pioneer paper merchants of the Pacific Coast.

For several years Hoblick has represented the firm in the San Joaquin Valley with headquarters at Fresno. He has many friends in this section who, while expressing regret at seeing him leave, are congratulating him on his new position which carries with it larger and more important duties.

In assuming the management of the Coarse Paper Department Hoblick takes over the work formerly carried on by Frank L. Unthank who was placed in charge of the new Oakland Division recently opened to serve the East Bay Region.

It was pointed out by an official of Blake, Moffitt & Towne that now with their chain of new divisions and branches they are better prepared to serve the Pacific Coast trade with the greatest possible care and attention because of the closer contact established. For illustration where formerly representatives from the San Francisco house visited the out-of-town trade, it is now possible through the regularly organized and thoroughly equipped divisions and branches to serve buyers of paper locally not only in San Francisco, Los Angeles, Portland and Tacoma, but also in Oakland, Sacramento, Fresno, San Diego, Santa Rosa, San Luis Obispo and Phoenix, Arizona. The sales organizations at all these points are thoroughly trained and prepared to give every possible assistance in purchases of paper, paper products and twines, large stocks of which are carried locally to assure the best of service.

Wakana Paper Co. to Have Water Mains Extended

INDIANAPOLIS, Ind., December 6, 1926.—A. F. Bradley, secretary of the Chamber of Commerce at Mishawaka, Ind., has presented a petition to the board of public works there in the interests of the Wakana Paper Company of that city, which desires that the city water mains be extended sufficiently east in the city to permit the paper company being served.

The Wakana Company recently purchased the plants of the old LaSalle Paper Company at a receiver's sale and present plans call for an enlargement of the plant to twice its present size. Owners of the plant operate a similar company in Elkhart, Ind., and K. W. Simanton, vice president, will assume managership of the Mishawaka industry and plans to make his future home in that city.

According to Mr. Bradley, the extension of the water mains to the city limits would reduce the company's fire hazard and insurance rates at least 90 per cent in addition to serving a large community that now does not have fire protection.

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CONSTRUCTION NEWS

A Summary of Vital Facts Regarding Construction, Finances and Operation of Paper Mills

Construction News

Newark, N. J.—The Mono Service Company, 381-9 Oraton street, manufacturer of paper packages for food products and other paper containers, has begun the construction of a new plant addition on adjoining site recently acquired, to be three-story, 113 x 140 feet, reported to cost more than $100,000, with equipment. The new structure will provide about 43,000 square feet of floor area, all of which will be given over to manufacture, making a total of about 160,000 square feet for the entire plant, including existing factory. It is expected to have the new plant ready for service early in the coming year. J. B. Thompson is president, and Elbert Beeman, general manager.

Pittsburgh, Pa.—The Republic Bank Note Company, Forbes street, manufacturer of paper specialties, has awarded a general contract to the Rust Engineering Company, 311 Ross street, Pittsburgh, for the construction of its proposed new four-story and basement addition, steel and concrete, 90 x 135 feet, reported to cost close to $350,000, with equipment. Work will begin at an early date.

Emeryville, Cal.—The California Bag and Paper Company, Emeryville, has completed plans for the construction of a new one-story building on local site, to be used largely for storage and distributing service. It is estimated to cost about $14,000. A general contract has been let to F. A. Muller, Syndicate Building, Oakland, Cal. Hugh C. White, last noted address, is architect.

San Francisco, Cal.—J. D. Zellerbach, vice-president, National Paper Products Company, 1789 Montgomery street, San Francisco, is said to be at the head of a project to construct and operate a paper mill in the vicinity of Revillagigedo Island, Alaska, to include the construction of a hydroelectric generating plant on Punch Bowl Creek. Application for permission has been made for the last noted feature of the work. The entire project is reported to cost in excess of $1,000,000.

Philadelphia, Pa.—The Datz Manufacturing Company, 537 North First street, manufacturer of paper boxes and containers, has completed plans for a new one-story factory at 2636 East York street; estimated cost has not been announced. General contract for building has been let to Thomas Strachan, 5108 Hadfield street.

Detroit, Mich.—The Levine Waste Paper Company, 1016 Napoleon street, has awarded a general contract to the Everett Winters Company, 1651 East Grand Boulevard, for the construction of a new three-story storage, bailing and distributing plant on Dallas avenue, fronting on the line of the Grand Trunk Railway, to be 110 x 216 feet, reported to cost about $40,000. Samuel Levine is secretary.

Marinette, Wis.—The Northern Electric Company, owned and operated by the Northern Paper Mills, Green Bay, Wis., has work in progress on its proposed hydroelectric power plants at White Rapids and Chalk Hill, near Marinette, to consist of two individual units on the Menominee River. It is expected to have the plants ready for service during the coming year. The project is estimated to cost more than $5,000,000.

Tonawanda, N. Y.—The Rand Kardex Bureau, Inc., Tonawanda, manufacturer of paper specialties for filing service, etc., has preliminary plans under advisement for the construction of a new addition to its Canadian plant, located on Bender Hill, Niagara Falls, Ont. The project will comprise mill unit and equipment, reported to cost close to $200,000, with machinery. It is expected to begin work early in the spring. James H. Rand, Jr., heads the company.

Filer City, Mich.—The Filer Fibre Company is making improvements and extensions in its water supply system, including an elevated steel tank, 136 feet high, with capacity of 75,000 gals.

East Walpole, Mass.—Bird & Sons, manufacturer of paper roofing and other kindred specialties, will soon proceed with superstructure for a new addition at its local plant, to be used primarily for storage and distributing service, for which a general contract recently was let to J. Gascoigne & Company, Inc., 6 Beacon street, Boston. The structure is reported to cost close to $40,000. Monks & Johnson, 99 Chauncy street, Boston, are architects and engineers.

Park Falls, Wis.—The Flambeau Paper Company, Park Falls, is reported to be considering plans for the construction of a hydroelectric power plant on the Flambeau River. Details and estimated cost will be determined at a later date. Meade & Seastone, Madison, Wis., are engineers.

Philadelphia, Pa.—The Alvah Bushnell Company, 925 Filbert street, manufacturer of envelopes and other paper products, has leased space in a new eight-story building, now in course of construction at Thirteenth and Wood streets, taking over approximately 25,000 square feet of floor area, to be used for a new plant. The building is scheduled for completion early in the spring, and occupancy will be arranged immediately thereafter. It is understood that the company will remove its present works to the new location.

Aylmer, Que.—Nesbitt, Thomson & Company, Ltd., 145 St. James street, Montreal, Que., is reported to be considering the construction of a paper and pulp mill in the vicinity of Aylmer, consisting of a number of units with machine shop, power station and auxiliary buildings, to cost in excess of $2,500,000, with machinery.

Grande Baie, Que.—According to a report from Walter J. Donnelly, assistant trade commissioner, Department of Foreign and Domestic Commerce, Washington, D. C., a company in this vicinity is projecting plans for a large pulp and paper mill, with actual construction scheduled early in the spring. Full information at the Washington office noted. Reference Canada No. 45,161.

Poplar Island, B. C.—An organized company in Canada is considering plans for the early construction of a new chemical pulp mill on local site, to be equipped for an initial output of about 100 tons of bleached pulp per day. The project will consist of a main pulp mill, saw mill, power house, machine shop, and auxiliary buildings. Information at the Department of Foreign and Domestic Commerce, Washington, D. C. Reference Canada No. 45,055.

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NEW YORK IMPORTS

WEEK ENDING DECEMBER 11, 1926

SUMMARY

Wall paper .....32 bls., 40 cs.
Paper hangings .....143 bls., 26 cs.
News print .....8,864 rolls
Printing paper .....129 cs., 91 rolls
Wrapping paper .....34 bls.
Packing paper .....21 cs., 6 bls.
Litho paper .....10 bls.
Decalcomania paper .....85 cs.
Gold coated paper .....10 cs.
Surface coated paper .....82 cs.
Basic paper .....77 cs.
Baryta coated paper .....37 cs.
Stencil paper .....39 cs.
Gallic paper .....3 cs.
Japanese paper .....6 cs.
Tissue paper .....49 cs.
Pergamyn paper .....50 cs.
Tracing paper .....14 cs.
Photo paper .....4 cs.
Filter paper .....22 bls., 20 cs.
Writing paper .....32 cs.
Envelopes .....61 cs.
Copying paper .....6 cs.
Parchment paper .....2 cs.
Colored paper .....2 cs.
Drawing paper .....4 cs.
Straw board .....943 rolls
Straw pulp boards .....244 rolls
Filter masse .....15 cs., 69 bls.
Miscellaneous paper .....189 rolls, 87 bls., 74 cs.

WALL PAPER

A. C. Dodman, Jr., Inc., Carmania, Liverpool, 13 bls., 2 cs.
Keller Dorian Paper Co., Carmania, Liverpool, 7 cs.
F. J. Emmerich, Baltic, Liverpool, 1 cs., 5 bls.
A. C. Dodman, Jr., Inc., Alaunia, Liverpool, 21 cs.
National City Bank, Thuringia, Hamburg, 9 cs.
F. J. Emmerich, Thuringia, Hamburg, 9 bls.
Wedeman, Godknecht & Lally, Thuringia, Hamburg, 2 bls.
F. J. Emmerich, Reliance, Hamburg, 3 bls.

PAPER HANGINGS

Whiting & Patterson Co., Inc., Carmania, Liverpool, 7 cs.
A. C. Dodman, Jr., Inc., Alaunia, Liverpool, 110 bls., 10 cs.
Whiting & Patterson Co., Inc., Majestic, Southampton, 2 cs.
W. H. S. Lloyd & Co., Minnekahda, London, 33 bls., 7 cs.

NEWS PRINT

McCall Co., Ashworth, Botwood, 1,723 rolls.
N. Y. Sun, Ashworth, Botwood, 1,399 rolls.
Tidewater Paper Mills Sales Corp., Ashworth, Botwood, 5,048 rolls.
The Star Co., Gripsholm, Gothenburg, 504 rolls.
Globe Shipping Co., Thuringia, Hamburg, 190 rolls.

PRINTING PAPER

E. Dietzgen & Co., Volendam, Rotterdam, 9 cs.
Gallagher & Ascher, Volendam, Rotterdam, 8 cs.
Oxford University Press, Alaunia, Liverpool 2 cs.
Meadows, Wye & Co., Majestic, Southampton, 2 cs.
W. Hartman, Inc., Thuringia, Hamburg, 6 rolls.
Perkins, Goodwin & Co., Thuringia, Hamburg, 94 cs., 85 rolls.
Japan Paper Co., American Banker, London, 4 cs.
Martin & Bechtold, Columbus, Bremen, 10 cs.
E. Walker, Reliance, Hamburg, 39 bls.

WRAPPING PAPER

C. Steiner, Thuringia, Hamburg, 20 bls.
Wilkinson Bros. & Co., Inc., Kofuku Maru, Hamburg, 14 bls.

PACKING PAPER

Hensel, Bruckman & Lorbacher, Volendam, Rotterdam, 6 cs.
Commonwealth Bank, Thuringia, Hamburg, 15 cs.
Quality Art Novelty Co., Reliance, Hamburg, 6 bls.

LITHO PAPER

Arnhold & Co., Argun Maru, Keelung, 10 bls.

DECALCOMANIA PAPER

L. A. Consmiller, Muenchen, Bremen, 11 cs.
L. A. Consmiller, Republic, Bremen, 8 cs.
C. W. Sellers, Republic, Bremen, 2 cs.
C. W. Sellers, Columbus, Bremen, 8 cs.
Phoenix Shipping Co., Columbus, Bremen, 5 cs.
C. W. Sellers, Reliance, Hamburg, 4 cs.
B. F. Drakenfeld & Co., Baltic, Liverpool, 36 cs. (duplex).
B. F. Drakenfeld & Co., Baltic, Liverpool, 11 cs. (simplex).

GOLD COATED PAPER

C. B. Richard & Co., Muenchen, Bremen, 4 cs.
Weiss Forwarding Co., Columbus, Bremen, 6 cs.

SURFACE COATED PAPER

P. C. Zuhlke, Belgenland, Antwerp, 6 cs.
P. Puttman, Belgenland, Antwerp, 25 cs.
Gevaert Co. of America, Belgenland, Antwerp, 40 cs.
C. W. Sellers, Minnekahda, London, 2 cs.
Phoenix Shipping Co., Thuringia, Hamburg, 2 cs.
Whiting & Patterson Co., Inc., Thuringia, Hamburg, 5 cs.
Hensel, Bruckman & Lorbacher, Thuringia, Hamburg, 1 cs.
Whiting & Patterson Co., Inc., Reliance, Hamburg, 1 cs.

BASIC PAPER

Globe Shipping Co., Belgenland, Antwerp, 51 cs.
Globe Shipping Co., Republic, Bremen, 26 cs.

BARYTA COATED PAPER

Globe Shipping Co., Republic, Bremen, 37 cs.

STENCIL PAPER

Shallcross Co., Minnekahda, London, 3 cs.
Arlac Dry Stencil Co., Thuringia, Hamburg, 36 cs.

GALLIC PAPER

Keuffel & Esser, Antonia, London, 3 cs.

JAPANESE PAPER

Y. Yabuki, Argun Maru, Kobe, 6 cs.

TISSUE PAPER

F. C. Strype, Alaunia, Liverpool, 27 cs.
Meadows, Wye & Co., Alaunia, Liverpool, 14 cs.
Brooks Paper Co., Alaunia, Liverpool, 8 cs.

PERGAMYN PAPER

F. C. Strype, Thuringia, Hamburg, 50 cs.

TRACING PAPER

Globe Shipping Co., Columbus, Bremen, 14 cs.

PHOTO PAPER

Amervoll Co., Inc., Columbus, Bremen, 4 cs.

FILTER PAPER

R. U. deLapenha, Patria, Marseilles, 3 cs.
H. Reeve Angel & Co., Inc., Majestic, Southampton, 22 bls., 7 cs.
H. Reeve Angel & Co., Inc., Minnekahda, London, 10 cs.

WRITING PAPER

Sternberg Co., Patria, Marseilles, 30 cs.
Guibout freres, Majestic, Southampton, 2 cs.

ENVELOPES

Globe Shipping Co., Republic, Bremen, 39 cs.
Globe Shipping Co., Columbus, Bremen, 22 cs.

COPYING PAPER

H. C. Davidson Co., Argun Maru, Yokohama, 6 cs.

PARCHMENT PAPER

Globe Shipping Co., Volendam, Rotterdam, 2 cs.

COLORED PAPER

Phoenix Shipping Co., Republic, Bremen, 2 cs.

DRAWING PAPER

H. Reeve Angel & Co., Inc., Minnekahda, London, 3 cs.
Keuffel & Esser, Antonia, London, 1 cs.

STRAW BOARD

Perkins, Goodwin & Co., Volendam, Rotterdam, 210 rolls.
R. Wilson Paper Corp., Volendam, Rotterdam, 96 rolls.
A. Vuyk, Volendam, Rotterdam, 637 rolls.

STRAW PULP BOARDS

J. P. Heffernan Paper Co., Volendam, Rotterdam, 244 rolls.

FILTER MASS

M. Snedeker Corp., Muenchen, Bremen, 15 cs.
A. Gusmer & Co., Muenchen, Bremen, 60 bls.

MISCELLANEOUS PAPER

C. D. Kuper, Patria, Marseilles, 8 cs.
Japan Paper Co., Roma, Genoa, 53 cs.
Tamm & Co., Volendam, Rotterdam, 4 cs.
P. C. Zuhlke, Volendam, Rotterdam, 3 cs.
C. K. MacAlpine & Co., Gripsholm, Gothenburg, 85 rolls, 23 bls.
Wilkinson Bros. & Co., Inc., Gripsholm, Gothenburg, 104 rolls.
T. Barrett & Son, Gripsholm, Gothenburg, 21 bls.
H. Reeve Angel & Co., Inc., Gripsholm, Gothenburg, 3 cs.
Vernon Bros., Transylvania, Glasgow, 43 bdls.
Saltman, Inc., Belgenland, Antwerp, 2 cs.
Iwai & Co., Argun Maru, Kobe, 4 cs.

RAGS, BAGGINGS, ETC.

Castle & Overton, Inc., Volendam, Rotterdam, 179 bls. bagging.
Castle & Overton, Inc., Volendam, Rotterdam, 20 bls. rags.
Chatham Burlap Bag Corp., Volendam, Rotterdam, 150 bls. bagging.
J. Cohen & Co., Volendam, Rotterdam, 120 bls. bagging.
P. Berlowitz, Volendam, Rotterdam, 122 bls. rags.
E. J. Keller Co., Inc., Volendam, Rotterdam, 50 bls. rags.
Phila. Girard Natl. Bank, Roussillon, Bordeaux, 96 bls. rags.
Irving Bank & Trust Co., Muenchen, Bremen, 76 bls. rags.
Chase National Bank, Muenchen, Bremen, 45 bls. rags.
B. D. Kaplan, Muenchen, Bremen, 36 bls. rags.
Brown Bros. & Co., Carmania, Liverpool, 43 bls. rags.
E. J. Keller Co., Inc., Belgenland, Antwerp, 146 bls. flax waste.
R. F. Downing & Co., Republic, Bremen, 96 bls. rags.
R. F. Downing & Co., Caledonian, Manchester, 35 bls. rags.
J. Cohen Son & Co., Caledonian, Manchester, 32 bls. rags.
Castle & Overton, Inc., Thuringia, Hamburg, 56 bls. rags.
E. J. Keller Co., Inc., Thuringia, Hamburg, 45 bls. rags.
W. Steck & Co., Thuringia, Hamburg, 40 bls. new cuttings.
State Bank, Kofuku Maru, Hamburg, 182 bls. rags.
S. Silberman & Co., Bellepline, Rotterdam, 59 bls. rags.
E. J. Keller Co., Inc., Bellepline, Rotterdam, 39 bls. rags.
A. H. Searle, Antonia, London, 89 bls. rags.
B. D. Kaplan, Antonia, London, 20 bls. rags.
J. Cohen Son & Co., Antonia, London, 42 bls. rags.
L. Abela & Co., Lucia C., Trieste, 54 bls. rags.
J. M. Johnson, Balsam, Manchester, 49 bls. bagging.
M. Snedeker Corp., Balsam, Belfast, 107 bls. rags.
Royal Manfg. Co., Carlier, Antwerp, 52 bls. cotton waste.
E. J. Keller Co., Inc., American, Kobe, 100 bls. bagging.
Bulkley, Dunton & Co., Noordam, ——, 432 bls. rags.
E. J. Keller Co., Inc., Bankdale, Marseilles, 78 bls. rags.
E. J. Keller Co., Inc., Bankdale, Barcelona, 174 bls. rags.
New York Trust Co., Bankdale, Barcelona, 51 bls. rags.
E. J. Keller Co., Inc., Francisco, Antwerp, 74 bls. bagging.
Irving Bank & Trust Co., Francisco, Antwerp, 101 bls. rags.
Equitable Trust Co., Francisco, Newcastle, 126 bls. rags.
D. M. Hicks, Inc., Argun Maru, Kobe, 25 bls. rags.
American Overocean Corp., Argun Maru, Kobe, 67 bls. rags.
Gatti Paperstock Corp., Argun Maru, Kobe, 200 bls. rags.
Atlas Waste Manfg. Co., Argun Maru, Osaka, 40 bls. rags.
National City Bank, Argun Maru, Yokkaichi, 224 bls. rags.
Atterbury Bros., Inc., Argun Maru, Yokkaichi, 4 bls. rags.

OLD ROPE

E. J. Keller Co., Inc., Volendam, Rotterdam, 64 bls.
S. Birkenstein & Sons, Volendam, Rotterdam, 42 bls.
N. Y. Trust Co., Bankdale, Barcelona, 36 coils.
Brown Bros. & Co., Francisco, Hull, 80 coils.

YARN

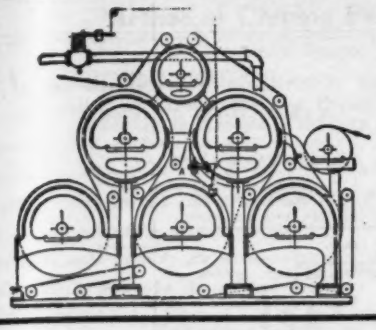
Brown Bros. & Co., Francisco, Hull, 213 bls.

MANILA ROPE

Int. Cordage & Yarn Co., Volendam, Rotterdam, 541 coils.
N. Y. Cordage Co., Belgenland, Antwerp, 67 coils.
Ellermans' Wilson Line, Minnekahda, London, 76 coils.
Clyde S. S. Co., Francisco, Hull, 19 pkgs.

(Continued on Page 64)

THE PICKLES DRYING REGULATOR



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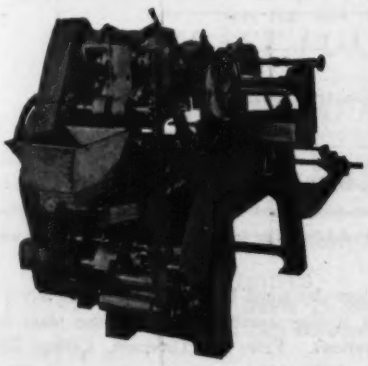

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Imports of Paper and Paper Stock

(Continued from page 62)

MANILA YARN

Manufacturers Trust Co., Malayan Prince, Manila, 330 pkgs.

SISAL ROPE

N. Y. Cordage Co., elgenland, Antwerp, 95 pkgs.

HEMP ROPE

N. Y. Cordage Co., Alaunia, Liverpool, 4 pkgs.
United Fruit Co., Alaunia, Liverpool, 110 pkgs.

WOOD PULP

Johanson, Wales & Sparre, Inc., Gripsholm, Gothenburg, 350 bls. wood pulp.
Price & Pierce, Ltd., Gripsholm, Gothenburg, 900 bls. wet pulp.
Castle & Overton, Inc., Muenchen, Bremen, 2,809 bls. wood pulp.
National City Bank, Kofuku Maru, Hamburg, 525 bls. wood pulp, 105 tons.
E. J. Keller Co., Inc., Kofuku Maru, Hamburg, 510 bls. wood pulp.
Castle & Overton, Inc., Bellepline, Rotterdam, 180 bls. wood pulp, 29 tons.
M. Gottesman & Co., Lucia C., Trieste, 4,800 bls. wood pulp.

WOOD PULP BOARDS

M. Meyerson, Gripsholm, Gothenburg, 61 bls.

CHINA CLAY

C. T. Wilson & Co., N. Y. City, Bristol, 30 casks.

CASEIN

National City Bank, Western World, Buenos Aires, 418 bags.
D. C. Andrews & Co., Thuringia, Hamburg, 118 bags.

PHILADELPHIA IMPORTS

WEEK ENDING DECEMBER 11, 1926

D. I. Murphy, A. Tortosa, Genoa, 218 bls. rags.
2nd Natl. Bank of Boston, London Exchange, London, 113 bls. rags.
J. L. Vandiver & Co., London Exchange, London, 1 cs. paper.
Paper Service Co., London Exchange, London, 1 cs. paper.
A. Murphy & Co., London Exchange, London, 1 cs. writing paper.
Phila. Girard Natl. Bank, London Exchange, London, 86 bls. rags.
S. E. Ingber, Bellepline, Rotterdam, 160 bls. rags.
Castle & Overton, Inc., Bellepline, Rotterdam, 34 bls. rags.
R. Wolf, Bellepline, Rotterdam, 17 bls. rags.
D. I. Murphy, Bellepline, Rotterdam, 141 bls. rags.
E. J. Keller Co., Inc., Bellepline, Rotterdam, 165 bls. rags.
Spaulding & Tewksbury, Bellepline, Rotterdam, 100 rolls straw board.
Castle & Overton, Inc., Bellepline, Rotterdam, 1,221 bls. wood pulp, 191 tons.
Brown Bros. & Co., Bankdale, Barcelona, 118 bls. rags.
Buck, Kiser & Co., Inc., Frode, Oslo, 2,400 bls. kraft pulp.
Bulkley, Dunton & Co., Hannover, ——, 930 bls. wood pulp.
Bulkley, Dunton & Co., Marigot, ——, 89 bls. rags.
E. J. Keller Co., Inc., Cherca, Naples, 299 bls. rags.
E. J. Keller Co., Inc., Binnendyk, Rotterdam, 39 bls. rags.
E. J. Keller Co., Inc., St. Louis, Antwerp, 42 bls. rags.
E. J. Keller Co., Inc., Hannover, Hamburg, 336 bls. rags.
Castle & Overton, Inc., Hannover, Hamburg, 8 bls. rags.
Castle & Overton, Inc., Hannover, Hamburg, 1,568 bls. wood pulp.
Castle & Overton, Inc., Scotland Maru, Denmark, 185 bls. rags.
Castle & Overton, Inc., St. Louis, Belgium, 243 bls. rags.
Castle & Overton, Inc., Monte Ossero, Turkey, 510 bls. rags.
Castle & Overton, Inc., J. Skinner, Germany, 193 bls. rags.
Castle & Overton, Inc., Vincent, France, 95 bls. rags.

BALTIMORE IMPORTS

WEEK ENDING DECEMBER 11, 1926

Castle & Overton, Inc., Hannover, Germany, 4,468 bls. wood pulp.
Bulkley, Dunton & Co., Tigre, ——, 3,000 bls. wood pulp.
E. J. Keller Co., Inc., Altmark, Hamburg, 162 bls. rag pulp.

BOSTON IMPORTS

WEEK ENDING DECEMBER 11, 1926

Guaranty Trust Co., Kofuku Maru, Hamburg, 126 bls. cellulose, 25 tons.
J. Anderson & Co., Kofuku Maru, Hamburg, 825 bls. sulphite, 165 tons.
W. Hartman & Co., Kofuku Maru, Hamburg, 122 bls. printing paper.
D. I. Murphy, Kofuku Maru, Hamburg, 78 bls. rags.
Silberman & Co., Kofuku Maru, Hamburg, 195 bls. rags.
Boston American & Advertiser, Kofuku Maru, Hamburg, 356 rolls news print.
Paper House of Penna., Kofuku Maru, Hamburg, 29 cs. printing paper.
M. C. Rosenfeld & Co., Kofuku Maru, Hamburg, 1 cs. filter paper.
D. M. Hicks, Inc., Kofuku Maru, Hamburg, 167 bls. wood pulp, 25 tons.
Castle & Overton, Inc., Kofuku Maru, Hamburg, 242 bls. rags.
Intercontinental Fibre Co., Kofuku Maru, Hamburg, 18 bls. rags.
Bulkley, Dunton & Co., Binnendyk, ——, 180 bls. rags.
Bulkley, Dunton & Co., Binnendyk, ——, 138 bls. wood pulp.
Bulkley, Dunton & Co., Svendborgsund, ——, 3,750 bls. wood pulp.
E. J. Keller Co., Inc., Binnendyk, Rotterdam, 323 bls. rags.

NEW ORLEANS IMPORTS

WEEK ENDING DECEMBER 11, 1926

E. J. Keller Co., Inc., Nishmaha, Hamburg, 97 bls. rags.
E. J. Keller Co., Inc., Nishmaha, Bremen, 73 bls. rags.
Castle & Overton, Inc., Carplaka, France, 510 bls. rags.

NORFOLK IMPORTS

WEEK ENDING DECEMBER 11, 1926

E. J. Keller Co., Inc., Boschdyk, Havre, 110 bls. bagging.

To Promote Sale of Blotting Paper

[FROM OUR REGULAR CORRESPONDENT]

CLEVELAND, December, 1926.—The Cleveland paper jobbers in cooperation with representatives of mills producing blotting paper called a meeting here to promote the sales of this paper and invited the printers of the city. The meeting was attended by 275 printers, the largest number who ever attended a meeting with the jobbers.

John Clayton, nationally known printing expert was the principal speaker and Harold W. Kiel, president of the Millcraft Paper Company, 750 West Superior avenue, presided.

The printers were reminded that 75 per cent of the letter mail sent out by business houses was light enough to permit the addition of a blotter and were urged to sell more blotters for "ballast" in these envelopes. They were also told that blotters are seldom if ever thrown away and hence, were a most important piece of direct mail advertising that was being neglected by the printing trade.

Mr. Kiel whose company specializes in Strathmore and Linicove paper as well as products of the Japan Paper Company, states that the Millcraft company has enjoyed a decidedly satisfactory holiday trade. In fact, all Cleveland paper houses report business up beyond expectations and that at the close of the year paper jobbers will have recorded one of the most successful years in a decade. Deliveries from the mills are satisfactory, credits much improved and the demand steady at prices about at par with last year's levels.

Swedish Paper Exports Decrease

[FROM OUR REGULAR CORRESPONDENT]

WASHINGTON, D. C., December 14, 1926.—Exports of paper and paper products from Norway during the first nine months of the current year amounted to only 202,906 metric tons in comparison with 221,094 tons during the corresponding months of last year. The heaviest decrease occurred in shipments of news print, which represent over half of the paper exports, and which fell off 13 per cent. Exports of ground wood and of chemical pulp, amounting to 400,349 tons and 164,382 tons respectively during the first three quarters of this year, registered decreases of 11 and 7 per cent in comparison with last year.

Champion Coated Boiler House Burned

Hamilton, Ohio, December 4, 1926.—Fire originating in the boiler house of the mills of the Champion Coated Paper Company early this morning burned the greater part of this structure. The flames ruined three generators and did other damage, which necessitated the closing down of a large portion of the immense plant.

No estimate of the loss sustained had yet been made, but it is roughly estimated that it may reach $100,000 to the plant and interference with operations. Peter G. Thomson, College Hill, Cincinnati, is president of the company.

The Tompkins-Hawley-Fuller Co.'s
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An Automatic System

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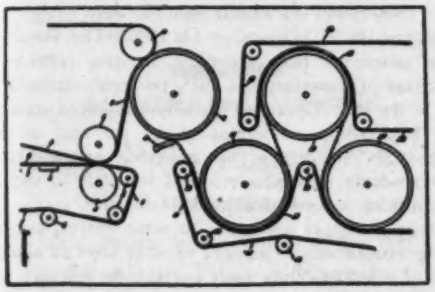

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Felts and Jackets

New York Market Review

Office of THE PAPER TRADE JOURNAL,
Wednesday, December 15, 1926.

Conditions in the local paper market are rather quiet, although the number of orders being booked may be considered satisfactory, taking into account the fact that the inventory season is under way. Prices remain unchanged, however, and are holding firm at former levels. Sales forces of the leading paper organizations are busy winding up an excellent year.

The demand for news print is being well maintained, and the increased production is being absorbed by the publishers in an encouraging manner. The tone of the news print market is very strong and prospects for the forthcoming year are bright, as indications are that consumption will continue to expand.

Production of box board is proceeding in a steady volume and is keeping slightly ahead of the current demand. Prices of paper board remain firm and reports of concessions are infrequent. The fine paper market is exhibiting a strong undertone and quotations are holding up very well. The demand for wrapping paper is still heavy and prices are unchanged.

Mechanical Pulp

During the past week the ground wood market was fairly active. Both imported and domestic mechanical pulp were in good request and quotations were unaltered. The current production is reported to be sufficient to take care of the prevailing demand. A moderate volume of busines was transacted in the spot market.

Chemical Pulp

Steadiness continues to prevail in the chemical pulp market and many of the mills are said to be purchasing for future requirements. Quotations remain unchanged and a firmer tendency appears to be developing, due to the approach of the closing of navigation on the Baltic, which may take place at any time now.

Old Rope and Bagging

Both foreign and domestic old rope are in fair request, and prices rule fairly steady. There is little activity in the bagging market and purchasers seem to be waiting for the turn of the year. No radical price changes have been recorded, however, and the market is in a fairly good position.

Rags

The paper mills are apparently not much interested in either domestic or foreign rags at the present time, but a general revival is anticipated in the near future, following the end of the inventory period. Prices of the lower grades are somewhat easier, but the better grades are holding up as well as expected.

Waste Paper

Demand for the lower grades of waste paper has fallen off slightly. Not as many packers are putting up No. 1 Mixed, which is now offered at from 50 cents to 55 cents. A number of packers have discontinued sorting prints and container boards and are making one grade, for which they are getting a special price.

Twine

Trading in the twine market is quite active at the present time, influenced particularly by the heavy request for wrapping paper for holiday requirements. Prices are steadier and not much change is anticipated while the present satisfactory demand prevails.

Census Report on Envelopes

[FROM OUR REGULAR CORRESPONDENT]

WASHINGTON, D. C., December 14, 1926.—The Department of Commerce announces that, according to data collected at the biennial census of manufactures, 1925, the establishments engaged primarily in the manufacture of envelopes reported such products valued at $48,639,850, an increase of 1.7 per cent as compared with $47,835,850 in 1923, the last preceding census year. Miscellaneous products were also reported for 1925 to the value of $2,549,064, making a total of $51,188,914 for that year.

In addition, envelopes are made to some extent, as subsidiary products, by establishments engaged in other lines of manufacture. The value of envelopes thus made outside the industry proper in 1923 was $1,062,317, an ammount equal to 2.2 per cent of the value of envelopes manufactured in the industry as classified. The corresponding value for 1925 has not yet been calculated, but will be included in the final report of the present census.

Of the 135 establishments reporting for 1925, 28 were located in New York, 21 in Illinois, 16 in Massachusetts, 12 in Pennsylvania, 11 in Missouri, 9 in Ohio, 7 in California, 6 in Minnesota, and the remaining 25 in 13 other States.

The statistics for 1925 and 1923 are summarized in the following statement. The figures for 1925 are preliminary and subject to such correction as may be found necessary upon further examination of the returns.

	1925	1926	Per cent of increase or decrease (—)
Number of establishments	135	132	2.3
Wage earners (average number)[1]	9,052	9,241	—2.0
Maximum month	Mar. 9,374	Apr. 9,441	..
Minimum month	Aug. 8,641	Sept. 9,104	..
Percent of Maximum	92.2	96.4	—
Wages[2]	$9,987,202	$9,525,054	4.9
Cost of materials (including fuel and electric power)[3]	$27,423,300	$27,527,875	—0.4
Products, total value[2]	$51,188,914	$50,751,558	0.9
Envelopes	$48,639,850	$47,835,850	1.7
Other products	$2,549,064	$2,915,708	—12.6
Value added by manufacture[3]	$23,765,614	$23,223,683	2.3
Horsepower	10,098	9,904	2.0

[1] Not including salaried employees.
[2] The amount of manufacturers' profits can not be calculated from the census figures, for the reason that no data are collected in regard to a number of items of expense, such as interest, rent, depreciation, taxes, insurance, and advertising.
[3] Value of products less cost of materials.

Warren Mfg. Co. Acquires Passaic Plant

The Warren Manufacturing Company, of 342 Madison avenue, New York, with mills at Riegelsville and Milford, New Jersey, announce the acquisition of the assets of the New Jersey Wax Paper Corporation, of Passaic, N. J., as of January 1, 1927.

This business will be conducted as a department of the Warren Manufacturing Company. Benjamin H. Ballard, formerly treasurer of the New Jersey Wax Paper Corporation, who has joined the Warren organization, will be in charge. All communications for the New Jersey Wax Paper Corporation should be addressed to the Warren Manufacturing Company, 342 Madison avenue, New York City.

The combining of this new equipment and personnel with the present facilities of the Warren Manufacturing Company will result in a most modern and complete waxed paper plant for the production of both plain and printed Riegel's Waxed Glassine.

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Miscellaneous Markets

Office of THE PAPER TRADE JOURNAL,
Wednesday, December 15, 1926.

Conditions in the local chemical market are generally sound. Substantial tonnages are being purchased on contract for delivery next year. The schedule of prices is being maintained, in most instances. Shipments of paper makers' chemicals are proceeding in a satisfactory manner, and accumulations continue to be readily absorbed in the spot market.

BLANC FIXE.—Although trading in the blanc fixe market has quieted down, the position of the industry is normal and prices are holding up very well. The pulp is quoted at from $60 to $65 per ton, in bulk, and the powder is selling at from 4 cents to 4¼ cents a pound, in barrels, at works.

BLEACHING POWDER.—Withdrawals of bleaching powder are moving into consumption at a good pace. The demand for this product has been of fair routine volume. Prices remain unchanged. Bleaching powder is quoted at from $2 to $2.40 per 100 pounds, in large drums, at works, according to quantity and size of container.

CASEIN.—The casein market during the past week, became very firm, due to adverse conditions in South America. The usual spring flush of casein extends through late November and early December, and this year for a period of over three weeks no rain of any consequence fell in the Eastern part of the Argentine, where the principal dairies are located. It is estimated that a reduction of approximately 30 per cent occurred in the production in November and no relief from the dry spell has been felt so far this month. As it is still early in the Argentine summer, there is no grave fear of an acute shortage unless the dry spell should continue for another thirty days. It is expected, however, that the production in South America will be less in this season than last. Prices of Argentine casein range from 12 cents to 12½ cents per pound, c.i.f., or 14½ cents to 15 cents, duty paid. Domestic casein is quoted at from 14 to 14½ cents a pound, in bags, car lot quantities.

CAUSTIC SODA.—It is reported that a large percentage of next year's contract business for caustic soda has already been closed. Shipments have been going forward against contract at a heavy rate and supplies are said to be limited. Prices are practically unaltered. Caustic soda is offered at from $3 to $3.10 per 100 pounds, in large drums, at works. Spot car lots are quoted at $3.20 per 100 pounds.

CHINA CLAY.—The spot price of English china clay, including both filler and coating clays has advanced about $2 per ton. The additional costs, according to importers, are due to the higher price and scarcity of coal in England. Contracts are being booked for 1927 delivery at from $13 to $25 a ton, in bulk, ship side. Domestic washed clay is still selling at from $8 to $9 a ton, at mine, and pulverized at $10 a ton.

CHLORINE.—The chlorine market continues to expand and an excellent volume of new business is being contracted for. The demand for this product is persistent and shipments are going forward in a gratifying manner Chlorine is selling at 4 cents a pound, in tanks, or multi-unit cars, at works, on contract orders, while the spot price ranges from 4½ to 4¾ cents a pound.

ROSIN.—Fluctuations are still being experienced in the rosin market. Most of the business transacted during the past week was along routine lines. At the naval stores, the grades of rosin used in the paper mills are now selling at from $12.40 to $12.55 per 280 pounds, ex dock, in barrels. Wood rosin is in good demand at $10.50 per 280 pounds, in car loads, at Southern shipping points.

SALT CAKE.—The undertone of the salt cake market is very strong. Contract withdrawals are moving into consumption at a good pace. Accumulations are still rather limited and the spot position is firm. Quotations on salt cake rule from $18 to $20 a ton, in bulk, at works.

SODA ASH.—Production of soda ash is being maintained at full capacity in order to take care of the current demand. Supplies continue to go forward on contract in excellent volume. Prices are holding up to recently quoted levels. Contract quotations, in car lots, at works, per 100 pounds, are as follows: in bags, $1.32½, and in barrels, $1.57½.

STARCH.—The position of the starch market is unchanged. Production is large enough to take care of current requirements. Quotations are unaltered. Special paper makers' starch is still selling at $3.42 per 100 pounds, in bags, and at $3.59 per 100 pounds, in barrels.

SULPHATE OF ALUMINA.—Little change has been noticed in the sulphate of alumina market. The contract movement is somewhat lighter, but this is attributed to the fact that many consumers are in the midst of their inventory period, and a revival of activity is looked for in the near future. Commercial grades of sulphate of alumina are quoted at from $1.40 to $1.45, in bags, at works, in car lots. The iron free is selling at from $2 to $2.05 per 100 pounds, at works.

SULPHUR.—Steadiness continues to prevail in the sulphur market. Demand during the past week was excellent and contract withdrawals proceeded in good volume. Sulphur is still quoted at from $18 to $19 a ton, in bulk, at mine.

TALC.—The talc market pursues the even tenor of its way. The business transacted during the week was along routine lines and prices remain unaltered. The quotations on domestic talc range from $16 to $18 a ton, at eastern mines, while French talc is offered at from $18 to $22 a ton, ship side.

Boston Paper Market Quiet

[FROM OUR REGULAR CORRESPONDENT]

BOSTON, Mass., December 13, 1926.—Quietness prevails in the Boston paper market, according to reports from members of the trade. This is particularly true of the old paper, bagging and rag sections of the industry. One of the dealers in nearly all of the grades under these headings, intimates that prices have a tendency to drop. He states that it is difficult to sell contracts now, but looks for business in satisfactory volume after the turn of the year. Mixed papers are spoken of as having a descending trend. A large supply of stock is on hand and consumers are showing only a moderate demand.

Just before the holidays the mills are trying to buy no more than what they actually need so as not to carry any stock over into the next year if they can help it. This situation obtains generally in all divisions of the market, with the inventory season on. Some firms are selling stock at a loss. For instance, a firm bought old rag stock at 4 cents a pound some time ago and has been compelled to sell the same material at 2 cents a pound. Shirt cutings bought at 12½ cents were sold at 10 cents. Similarly, new light rags purchased at 6 cents moved at 5 cents. A year ago some houses bought fiber rags at 4 cents a pound and of late have been disposing of them at only 2 cents.

Little or no demand for new rags on the part of the fine writing mills is reported. Aside from any dulness brought about by the stock-taking period, a member of the trade ascribes conditions to excessive speculation and, according to his views, "too many in the business." He regards it as impossible to carry on business conservatively at present, because the situation is on a different basis from that existing before the World War.

John Carter & Co., Inc., is putting a new sulphite line on the market to be known as Willowdale Bond.

Grellet C. Collins, president of the Dill & Collins Co., Philadelphia, Pa., was in town last week. John Carter & Co., Inc., are distributors for Dill & Collins papers.

L. J. Roche, representing the Crocker-McElwain Company, of Holyoke, Mass., is doing service work in Boston.